BLOCK START

D5.5: Intermediary training resources – 2nd version

07/2021

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Table of contents

List of figures

List of Abbreviations and Acronyms	
DLT	Distributed Ledger Technology
Q	Question
M	Million
SME	Small and Medium-sized Enterprise
DeFi	Decentralized Finance

1. Introduction

BlockStart is a European partnership program looking for startups and SMEs – from all over the EU and H2020 associated countries – working with blockchain and other DLTs. Its main objective is to facilitate goal-oriented, business-focused, and mutually beneficial partnerships between DLT/blockchain solution providers and end-users SMEs. Project aims to investigate the current situation of blockchain-based technology adoption, its challenges and opportunities as well as educate entrepreneurs to achieve the best possible results throughout the mentorship, acceleration programme and learning materials for intermediaries (which are supporting startups and SMEs) that would be presented in detail below.

Intermediary training resources mainly consist of content that could be used to:

- Learn more about blockchain/DLT technology;
- Learn what kind of support is needed for startups and SMEs;
- Learn how to support startups and SMEs;
- Learn more about the industry, trends, challenges.

2. Trainings provided

During the already reported period of M1-M10, the Consortium organized three events for intermediaries, which mainly included online workshops and webinars: (1) webinar "Should I use blockchain?"; (2) workshop "Potential of Decentralized Finance"; (3) "Do you need blockchain?" tool & presentations at BlockStart's Demo Day event.

During the following period of months M11-M20, the Consortium organized 4 other events: (4) webinar "Exploring Blockchain Ecosystem: Collaboration Between Startups and SMEs"; (5) webinar "How to make sure regulation helps and not hinders blockchain"; (6) webinar "Blockchain: Latest trends, myths and things you might not know"; (7) BlockStart Demo Day - Blockchain beyond the hype.

Due to the pandemic situation caused by Covid-19 and the travel restrictions, the selected concept of the events was kept in online format. However, Internet/technology exhaustion, when everything happens to be online noticeably causes some difficulties. It was noticed that usually attendees have their cameras off and do not actively participate in Q&A sessions. During the presentations people tend to lose their interest and focus, just listening in and switching in occasionally. All efforts were made to create the online events as interesting and interactive as it would happen physically, so the webinars and online workshops are as impactful as it would have been organized on site.

2.1. "Should I use blockchain?" webinar

| Date	Format	Audience
9th of September, 2020	Zoom webinar	Intermediaries

The objective of the webinar was to explain the principles of blockchain technology, areas for its applications, present success stories, and what tools companies and organizations can use to decide whether blockchain is relevant for their business advancement.

The online event took place on 9th of September and was moderated by Vytautas Černiauskas, expert at CIVITTA, who has over 13 years of experience in business development, operations, project management, communications and managing/advising startups.

In the session, Mr Černiauskas gave a comprehensive presentation of the blockchain technology, explaining its main features, principles and benefits; gave an analysis of the real-life examples that helped to navigate the different elements of the blockchain. Examples used included: supply chain's smart contracts to record data about all significant actions or transactions such as the date of production, storage or transportation temperature, supplier or manufacturer information, etc. in blockchain, where all data is secured, immutable, and transparent. This way, all parties of the supply chain are confident in the origin, provenance, and movement of the goods received. The blockchain as a digital ledger for supply chain management was explained. Other less complex real-life blockchain implementation examples such as fruit origin tracking or blockchain in winemaking were analyzed as well.

In the second half of the presentation, Mr Černiauskas presented the "Do you need blockchain?" tool, developed by the BlockStart project, explained the logic behind the tool and how to apply it in the work of intermediaries and directly by SMEs.

Figure 1. Screenshots of the webinar's live session
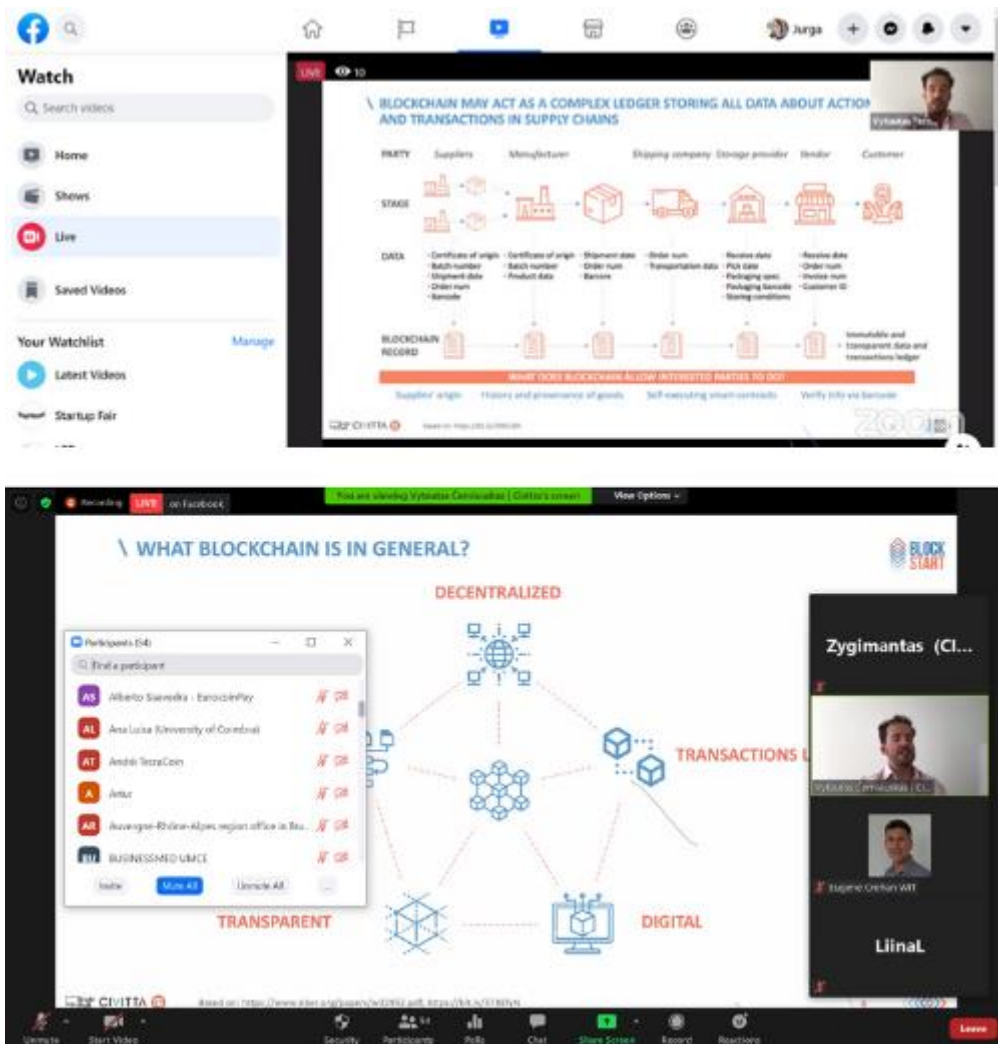
More than 65 participants joined BlockStart's online webinar, including scientific community, SMEs Associations, National/European institutions, investors and others (see Figure 1. Screenshots of the webinar's live session & Figure 2. Poll results of the webinar participant's background). Intermediaries made up 56% of the webinar attendees and SMEs represented 38% of attendees. On average they reach over 2000 SMEs among all of them.

Figure 2. Poll results regarding webinar participants' background
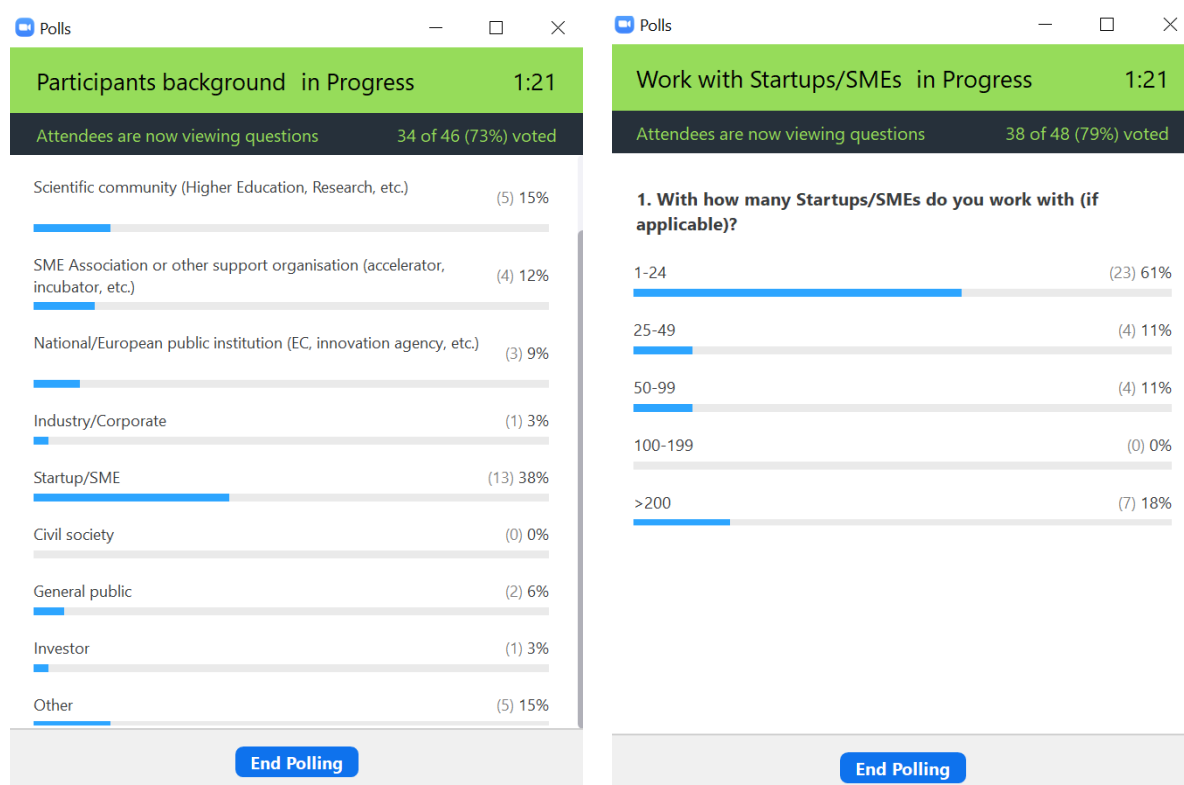
The webinar has been recorded and uploaded on the BlockStart's website and can be accessed online via these links:

Material	Link
Video	https://www.youtube.com/watch?v=6rGq3_MfcuA
Article (blogpost)	https://www.blockstart.eu/all-about-the-should-i-use-blockchain-online-event/

2.2. "Potential of Decentralized Finance" workshop

Date	Format	Audience
14th of October, 2020	Online event streamed at Facebook/YouTube	Intermediaries

The workshop - panel discussion took place on 14th of October and gathered up to 20 participants who joined the live broadcasted session on Facebook. The workshop was organized jointly with Startup Lithuania and promoted as one of the series of Startup Fair conference events. The topic of decentralized finance was chosen for its current boom in the market and Lithuania's leadership in fintech.

The event was moderated by Vytautas Černiauskas, expert at CIVITTA and included 3 guest speakers:

- Martin Quensel, Co-Founder of Centrifuge,

- Keld van Schreven, Co-Founder of KR1,

- Marc Zeller, Integrations Lead at Aave.

Figure 3. Event promotion visual on social media

Speakers shared their experience working with blockchain technology, discussed the potential for the technology's application in the enterprises, which are considering the decentralized financing model option for their organizations. Decentralized finance experts explained how the technology works, what its benefits and drawbacks are, its areas of practical application, and opportunities for innovations in the area of actually disrupting the traditionally conservative finance sector.

Throughout the panel discussion "Potential of decentralized finance DeFi" participants covered topics such as:

- Reasons of recent DeFi boom
- The actual potential for DeFi to disrupt traditional finance sector
- Examples of practical real-life applications of DeFi
- The legal vacuum that some experts even call lawlessness area of business
- The aspects of customer data protection and compliance
- The future predictions for DeFi development

To assist stakeholders in their determination whether blockchain technology in general would be the right fit for them, the "Do you need blockchain?" tool was also presented.

The majority of the workshop audience was men in the 25-34 age group, with men making up 66% of the total audience. The majority of female viewers were also from this age group. Most of the attendees were from Vilnius 32.3% and 18% from Kaunas.

Majority of workshop participants represented Startups/SMEs. Participants from intermediary organizations jointly reached nearly 1000 other SMEs.

Figure 4. Survey results of workshop participants' background

In what area are you working?	With how many Startups/SME's do you work with (if applicable)?
National/European institution (EC, innovation agency, etc.)	<200
Scientific community (Higher Education, Research, etc.)	1-24
National/European institution (EC, innovation agency, etc.)	100-199
Scientific community (Higher Education, Research, etc.)	Not working
National/European institution (EC, innovation agency, etc.)	1-24
Industry/Corporate	100-199
Civil Society	25-49
Startup/SME	1-24
Startup/SME	25-49
Investor	100-199

The workshop/panel discussion as training material can be accessed online via the following links:

Material	Link
Video	https://www.youtube.com/watch?v=o9rePw0OaGA
Article (blogpost)	https://www.blockstart.eu/blockstart-promotes-panel-discussion-on-the-potential-of-decentralized-finance/

2.3. BlockStart Demo Day

Date	Format	Audience
29th of October, 2020	Zoom webinar	Intermediaries, startups, SMEs

BlockStart Demo Day "Shaping Europe's Blockchain Future", took place on 29th of October, lasting for 2.5 hours and gathering 109 participants (155 registrants). According to a pool applied at the beginning of the event, the majority of the participants were from Startups/SMEs, with the remaining of the audience composed by representatives of associations, incubators/accelerators, public entities, general public and other (see Figure 5. Poll of Demo Day participants' background).

Figure 5. Poll of Demo Day participants' background
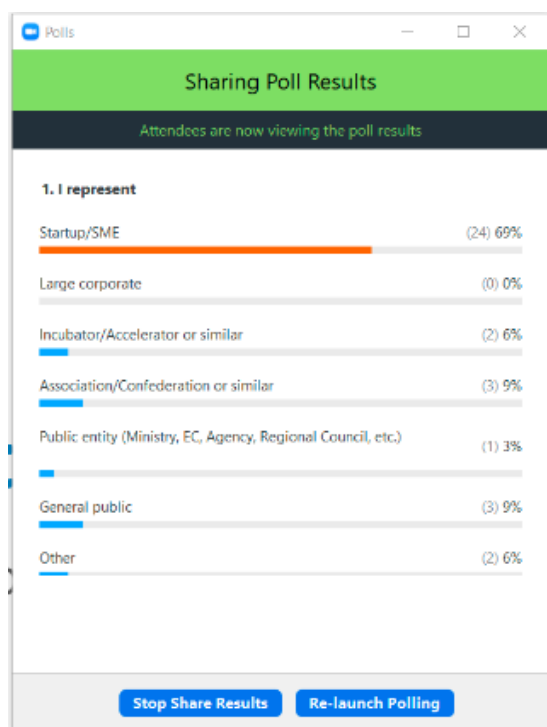
The event started with an overview of the project's results by Benjamin Júnior (Bright Pixel), followed by two presentations described below, and the pitch from the 5 startups' finalists of BlockStart who achieved and completed the Pilot stage of the first acceleration programme:

- 2bSMART (https://www.blockstart.eu/portfolio/2bsmart/)
- Datarella (https://www.blockstart.eu/portfolio/datarella/)
- Infidia (https://www.blockstart.eu/portfolio/infidia/)
- Kedeon (https://www.blockstart.eu/portfolio/kedeon/)
- REXS.IO (https://www.blockstart.eu/portfolio/rexsio/)

The two aforementioned presentations included:

- "Are you ready for blockchain?" By Vytautas Černiauskas, CIVITTA
- "The current state of blockchain adoption" by Max Lautenschlager, Iconic Holding

The key topics discussed by Mr Max Lautenschlager included the current state of blockchain adoption, explanation of blockchain principles, investor perspective and overview of funds that are active in the domain. Mr Černiauskas gave an overview of the sectors with the highest potential for the application of blockchain technology and "Do you need blockchain?" tool to measure the actual blockchain technology applicability.

Information about the event can be found here:

Material	Link
Video	https://www.youtube.com/watch?v=1OuQrpPIGwg&feature=emb_logo
Article (blogpost)	https://www.blockstart.eu/all-about-the-shaping-europes-blockchain-future-online-demo-day-event/
Presentation (full presentation showcased at the event)	https://www.blockstart.eu/wp-content/uploads/BlockStart-Demo-Day-1-full-presentation.pdf

Figure 6. BlockStart Demo Day event visual

2.4. "Exploring Blockchain Ecosystem: Collaboration Between Startups and SMEs" webinar

Date	Format	Audience
28th of April, 2021	Online event streamed at Facebook/YouTube	Intermediaries, startups, SMEs

BlockStart project has partnered with **Startup Lithuania**, another H2020 blockchain project **NGI TruBlo** and **LAB577** and on 28th of April, 2021 organized a webinar format panel discussion. It brought together well-known blockchain experts and BlockStart project startups (2 of BlockStart's top 5 blockchain startups from the project's 1st Acceleration Programme)

and SME adopters, who were invited to share their collaboration experiences. Throughout the discussion speakers explored the blockchain ecosystem now and in the future ahead, discussed the importance and opportunities for collaboration, as well as shared their lessons learned.

Featured speakers included:

1. Krzysztof Radecki, Co-founder and CEO of Rexs.io
2. Reinis Skorovs, Founder and CEO of Kedeon,
3. Richard Crook, Founder and CEO of LAB577
4. Mirko Lorenz, Expert at H2020 blockchain project NGI TruBlo
5. Mauro Manente, CTO at Latitudo40, one of the 18 SME adopters that piloted blockchain solutions during BlockStart's 1st Pilot stage.

The objective of the webinar was to further explore the blockchain ecosystem and discuss the SME and startup collaboration in more depth, talking about the benefits, challenges and lessons learned.

During the discussion on the collaboration topic, Krzysztof Radecki, Co-founder and CEO admitted that they were afraid of deploying the technology knowing the associated risks and possible failures, however everything turned out seamlessly great. He encouraged the collaboration by interacting with smaller companies and talking with decision makers directly as they did with Latitudo40 in the piloting phase of the BlockStart project. This confirmed that the support of intermediaries in terms of helping startups to connect with SMEs for the potential collaboration plays a crucial role and really helps startups to kick-off and put first steps towards successful solution building.

Reinis Skorovs, Founder and CEO of Kedeon told the audience how his startup collaborated with 5 different SMEs, what the experience was in initiating the collaboration, the very first initial steps and how the collaboration actually turned out to be important to success. Firstly, Reinis highlighted and praised BlockStart project, which gave an opportunity to develop their product to the market ready solution and test it in real-life conditions in the scope of BlockStart piloting phase without both companies risking under delivery or unfulfilled expectations.

Experience sharing session concluded with final thoughts and recommendations for startups wishing to collaborate with SMEs to actually seek help and reach out to companies, try to build a market-ready solution in partnership with SMEs.

More than 60 participants joined BlockStart's online webinar, including scientific community, SMEs Associations, National/European institutions, investors and others (see Figure 7 – participants' background and feedback).

Figure 7. Event participants' background and general feedback
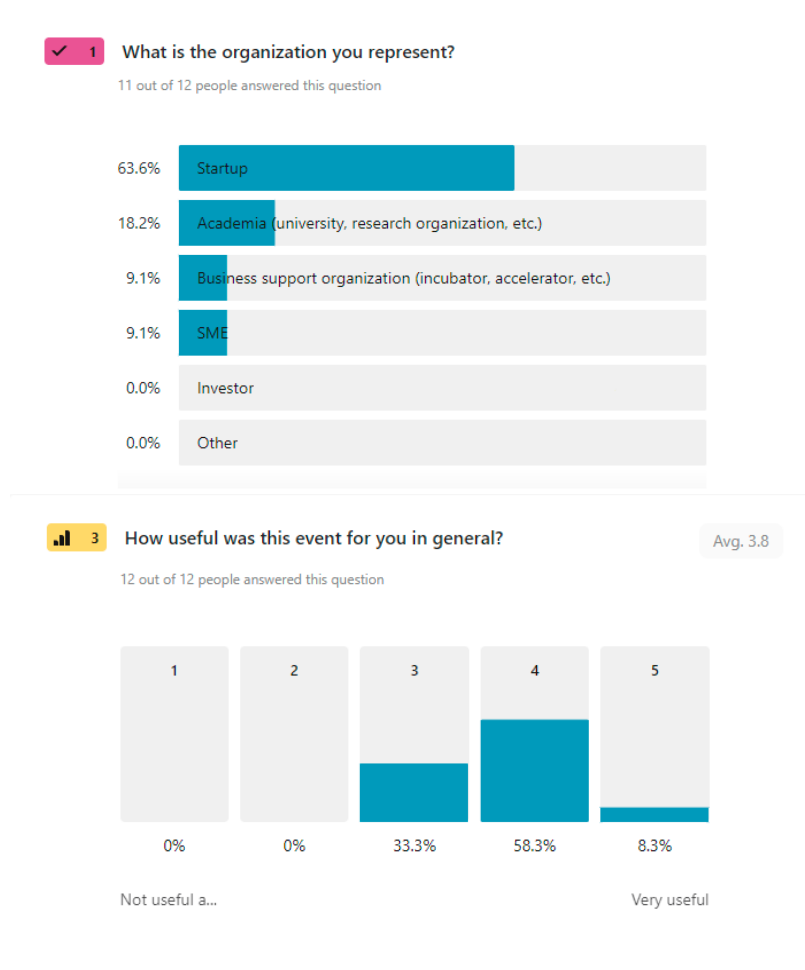
The workshop/panel discussion as training material can be found online at:

Material	Link
Video	https://www.youtube.com/watch?v=FAzeN20cXsg
Article (blogpost)	https://www.blockstart.eu/all-about-the-exploring-blockchain-ecosystem-online-panel-discussion/

Figure 8. Screenshot of the event broadcasted on YouTube

2.5. "How to make sure regulation helps and not hinders development of blockchain solutions" webinar

Date	Format	Audience
27th of May, 2021	Zoom webinar	Intermediaries, policy makers, startups, SMEs

To answer the question "Is regulation an opportunity or a hazard for blockchain development?" BlockStart organized a webinar and asked another question "How to make sure regulation helps and not hinders the development of blockchain solution?". Industry experts Sonia Sotero Muñíz, from New Technologies Department at Santander City Council, Johannes Mikkonen, Senior Policy Expert, Digital Governance at Demos Helsinki and expert at TOKEN project, Tudor Stanciu, Co-founder of Digital2Law and Arnoud Berghuis, Co-founder and Board member of the Dutch Blockchain Association, Blockchain Knowledge Foundation were invited to to share their thoughts on the question raised and give insights based on their experience.

The online event took place on 27th of May, 2021 and was moderated by Vytautas Černiauskas, expert at CIVITTA, who oversees and is involved in entrepreneurship and startup projects at Civitta and Startup Division, including three blockchain programmes. He has an MBA degree, worked at Swedbank, Uber and has startup experience as a co-founder. He has mentored, coached and advised around 100 startups, including many in the blockchain space.

During the webinar Mr Stanciu gave a comprehensive presentation on the blockchain technology from the regulation perspective, explaining main challenges, regulating principles and the GDPR effect on small and medium enterprises. Another speaker – Arnoud Berghuis – introduced the concept of blockchain compliance by design, that means committing to the legal rules, policies and laws, handling the complex regulatory environment and if the technology is to be used for processing personal data, complementary mechanisms must be identified that provide support for building systems that meet security and data protection requirements.

Sonia Sotero Muniz, who presented the success story of Santander City Council and blockchain technology usage within governmental procedures and smart city projects, highlighted the regulatory challenges and obstacles they needed to overcome while working on a smart city project. Sonia agreed with the previously raised discussion about GDPR compliance, as it is the most important element to comply with in order to succeed in those projects. Key insights from Johannes Mikkonen presentation of regulation challenges reveal that there is danger of both – regulating too early or too late. There is a need to understand that blockchain can be implemented in any domain, but currently GDPR regulation isn't adjusted enough to seamlessly work in a decentralized scene.

This webinar was a great addition to previously organized event of regulation of decentralized finance. Since the previous event had covered more specific regulation topics in the fintech industry, with this event we aimed to touch wider regulation problems in the context of blockchain technology generally, not specifically for DeFi.

The online 1,5-hour session, which was streamed on Zoom platform gathered ~60 attendees, representing business support organizations, startups, academia.

Figure 9. Event cover of the webinar speakers

This webinar as training material can be found online at:

Material	Link
Video	https://www.youtube.com/watch?v=72se0K9C1zk
Article (blogpost)	https://www.blockstart.eu/blockchain-regulation-panel-discussion-all-you-need-to-know/

2.6. Webinar "Blockchain: latest trends, myths and things you might not know"

Date	Format	Audience
9th of June, 2021	Online event streamed at Facebook/YouTube	Intermediaries, startups, SMEs

On the 9th of June, BlockStart organized a webinar where industry leaders were invited to share their expertise and talk about the latest trends, myths and things we might not know about blockchain. The aim of the webinar was to introduce the technology trends, clear the misconceptions and introduce various blockchain technology applications as well as challenges that come with it.

At the very beginning of the webinar, Baptiste Cota, blockchain VC investor, Founding Partner at LeadBlock Partners, gave a sneak peek to soon-to-be-published report "Enterprise Blockchain 2021", which provides data driven insights into the uncharted enterprise blockchain world and data economy. According to Baptiste, blockchain's decentralized and immutable nature has unprecedented potential to re-imagine today's world. This technology is a powerful tool to reshape how businesses are run, making them more equitable and transparent.

Blockchain goes beyond virtual currencies and Andrius Bartminas, founder at Superhow, delivered a presentation on blockchain and 10 interesting myths and facts about the technology. He highlighted common myths, such as the facts that technology and cryptocurrencies are harmful for the environment; blockchain is only for anarchists, also known as revolutionists; blockchain and cryptocurrencies are the best for money laundering and terrorist activities, etc. Andrius explained where those myths come from and later moved on to other interesting facts about blockchain. For example, the biggest innovation in blockchain technology is not a distributed way of storing data but decentralised consensus.

Mirko Lorenz, Expert at H2020 NGI TruBlo project and Innovation Manager at Deutsche Welle, introduced unexpected areas of Blockchain application and presented blockchain for reliable content and the trust this technology gives in the communication world. He highlighted and presented some of the already existing solutions that can be used to track the origin of the content shared online.

Silvan Jongerius, Expert at H2020 B-Hub for Europe project, touched on an important point about data regulation and well known GDPR, but before diving deeper into the issues that come with it, Silvan briefly explained the types and principles of blockchain. Later on he introduced clearly defined roles

of The Data Subject, Controller and Data Processor under the data protection regulation as well as the alignments and misalignments in terms of blockchain and GDPR relation.

The event moderator, BlockStart project expert Vytautas Černiauskas, closed the event with the presentation of top three industries – wholesale & retail, fintech and ICT – that currently would benefit the most from the adoption of the blockchain technology. The tool to assess if a given company would benefit from blockchain application was also presented.

Figure 10. Event screenshot "Blockchain: latest trends, myths and things you might not know"

This webinar as training material can be found online at:

Material	Link
Video	https://www.youtube.com/watch?v=iysJkq2jjhw
Article (blogpost)	https://www.blockstart.eu/takeaways-of-the-webinar-blockchain-trends-myths-and-things-you-might-not-know/

There were 151 registrations to this online event, and from the registrants form and also the survey disseminated after the event, half of the participants represented business support organizations. The feedback of the participants was also positive - 29% voted that event was very useful, 47% found it useful (see Figure 11).

Figure 11. The feedback and background of the participants
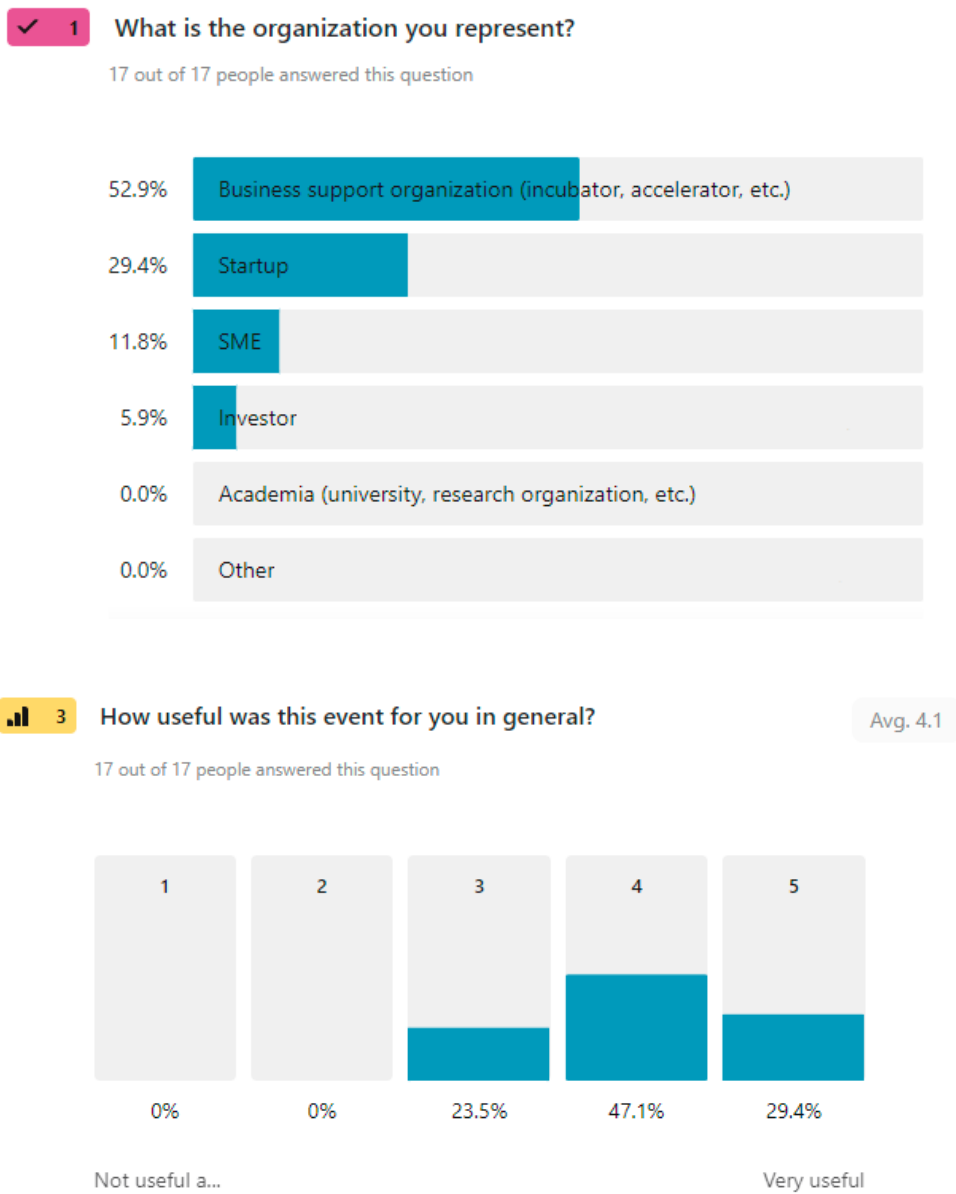
Vast majority (121 participants) showed up at the live streaming on BlockStart YouTube and Facebook channels (see Figure 12).

Figure 12. Screenshots of metrics from both Facebook and YouTube live stream
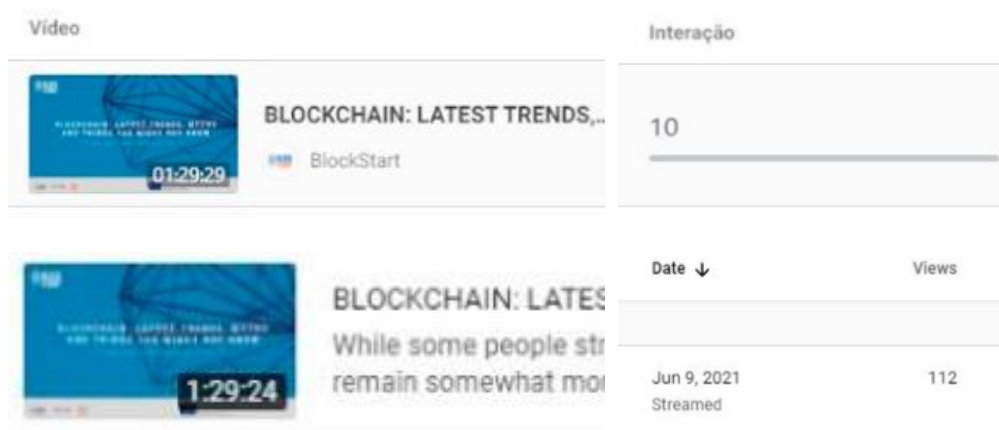
2.7. BlockStart Demo Day - Blockchain beyond the hype

Date	Format	Audience
30th of June, 2021	Zoom webinar	Intermediaries, startups, SMEs

On June 30 the top 5 startups from BlockStart's second acceleration programme presented their MVPs and the pilots they have implemented in end-user SMEs:

1. Motoblockchain (Malaga, Spain): established in 2018, Motoblockchain provides motorcycles' owners the infrastructure to create a Digital Identity of the motorcycle and it gives buyers the possibility to access the history of the motorcycle they want to buy.

2. LoanXchain (Milan, Italy): established in 2017, LoanXchain is the first digital secondary loan marketplace, enabling lenders and investors to cooperate to finance the real economy.

3. ComeTogether (Thessaloniki, Greece): established in 2018, ComeTogether gives control of the entire lifecycle to event organizers, providing the infrastructure for event ticketing, fraud and scalping prevention along with secondary market revenue management.

4. Knowtary (Lisbon, Portugal): established in 2020, Knowtary is a web app that reduces document bureaucracy by validating and recognizing documents publicly and by fully integrating public and private identity and land registration mechanisms.

5. IBISA (Luxembourg, Luxembourg): established in 2019, IBISA is a tech platform that leverages blockchain and Earth Observation satellites' data to enable the next generation of micro-insurance for agriculture that is digital, cost-efficient, simple and scalable.

Figure 13. Demo Day #2 cover

In addition to the pitch presentations, participants had the opportunity to learn from the personal experience of David Chreng-Messembourg, Co-Founder & VC investor at LeadBlock Partners, blockchain-focused VC fund and Carla Puel, VC associate. David and Carla shared tips on getting VC funding, key highlights on funding, maturity, product use cases and success stories in the B2B Blockchain ecosystem.
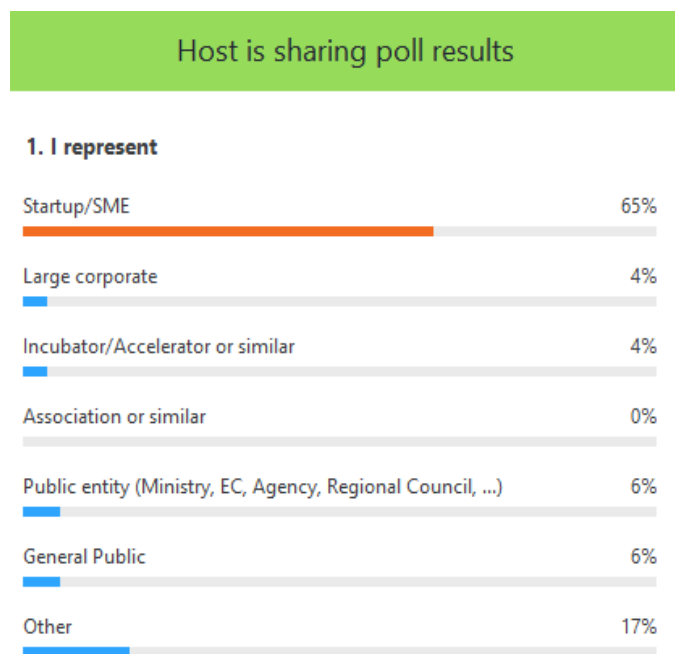
Figure 14. Keynote speakers of Demo Day #2

For the Demo Day #2 the short teaser video as an event promotion tool was created: https://www.youtube.com/watch?v=1SYvc-rNQW8&t=5s, which helped reach wider audiences on social media channels. There were 206 registrants, and over 150 people joined the live event. The participants' background is presented in Figure 15 below.

Figure 15. Demo Day #2 participants' background

Information about the event can be found here:

Material	Link
Video	https://www.youtube.com/watch?v=e0_IvQWiNM8
Article (blogpost)	https://www.blockstart.eu/all-about-the-blockchain-beyond-the-hype-online-2nd-demo-day-event/
Presentation (full presentation showcased at the event)	https://www.blockstart.eu/wp-content/uploads/BlockStart-Demo-Day-2_full-presentation.pdf

3. Training materials and tools

All the webinars and events are recorded and can be accessed via BlockStart website. The following materials as sources of information for intermediaries are available online.

## 3.1. Project website page: www.blockstart.eu

The constantly updated project website is a great learning/training material and a primary latest information source about the project, process and participating startups/SMEs. There are various blog

posts in the webpage's newsroom, including blogpost series "Inside BlockStart Project". They present interviews with startups and participants of BlockStart programme (https://www.blockstart.eu/newsroom/), information about events including video recordings and presentations showcased, announcements and open calls. The tool "Do you need blockchain?" is also available at all times at https://www.blockstart.eu/dlt/.

The website design is easy to navigate and find useful information quickly and seamlessly.

Figure 16. Constantly updated newsroom at BlockStart website
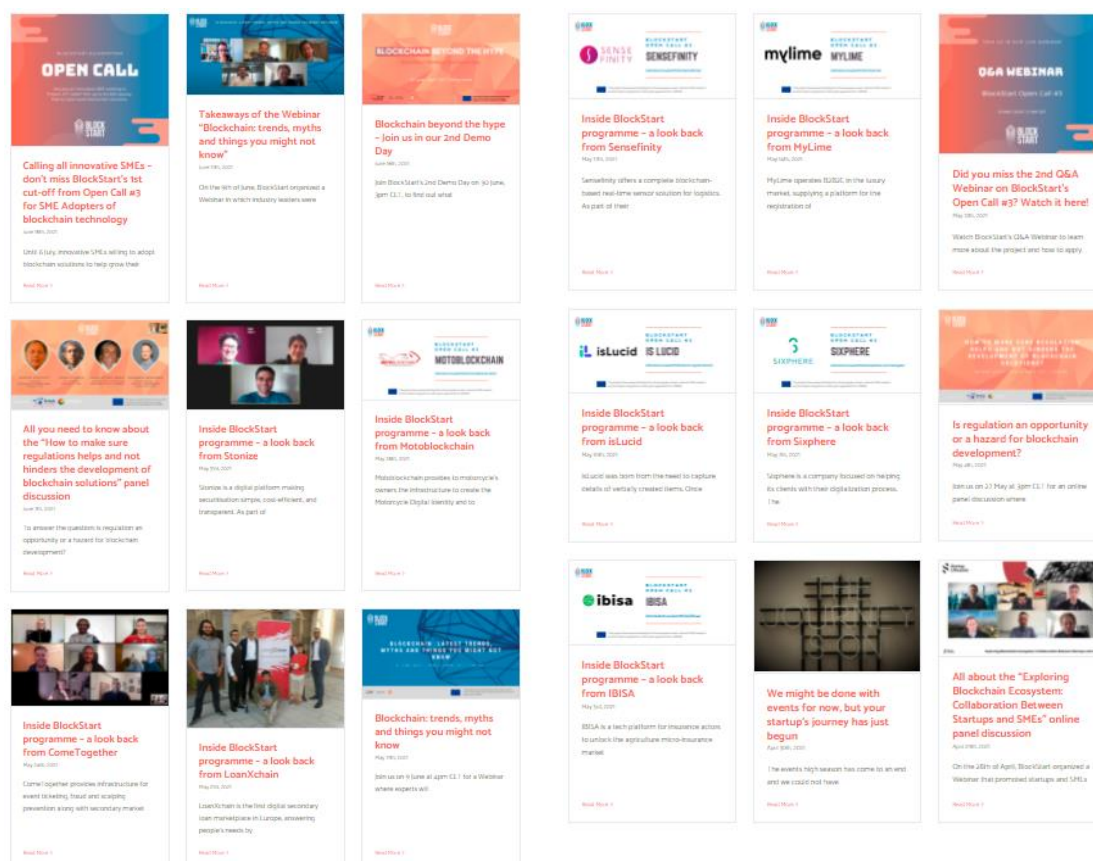
3.2. Do you need blockchain? tool

The main purpose of the "Do you need blockchain?" tool (previously called DLT Assessment Tool) is to help demystify the blockchain hype and make it easier for the companies to decide whether it is worth investing in this particular innovation.

Enterprises can simply identify whether they need blockchain technology by answering carefully selected questions. The questionnaire not only allows to assess the need for blockchain and blockchain potential for each SME but also evaluates the innovation level of the enterprise.

The tool is divided into 3 blocks:

- Company's innovation level assessment (4 questions)
- The need of blockchain assessment (13 questions)
- Conclusions about the need for blockchain for each SME taking the tool (9 presumptions)

The survey-based tool contains 17 questions and it takes about approximately 15 minutes to complete. "Do you need blockchain?" tool helps enterprises identify and decide if the blockchain technology is applicable, thus SME could see in which direction blockchain may be used according to its features, sector, and innovation level.

Figure 17. The interface of "Do you need blockchain?" tool in BlockStart website

Blockchain /DLT Assessment Tool

This tool has been designed to help you find out whether your organization would benefit from the adoption of blockchain/Distributed Ledger Technology (DLT) and why. It has been developed with SMEs in mind but is relevant for other types of entities too.

START THE ASSESSMENT

This method will also recognize the potential to participate in the BlockStart programme and provide you with short suggestions for further steps in the world of blockchain/DLT.

Access to this assessment tool is available at BlockStart website at all times: https://www.blockstart.eu/dlt/

3.3. Blockchain Maturity Report

The primary information source for the webinars, workshops, project open calls and blogposts is the extensive report on the analysis of sectors which have the highest potential for blockchain application. The updated – 2nd version of the report (D5.2 Sector Specific DLT maturity assessments - 2nd version) includes new updated desk research results and survey results of the OC2 teams.

Generally, the report comprises desk research and expert interviews analyzing 15 economic sectors, ranked in terms of their maturity, impact, feasibility, and level of the regulatory barriers for the implementation of the DLT solutions by SMEs.

The research has identified the following top 3 sectors of the 15 analyzed where blockchain technology could boost the company's competitiveness: wholesale and retail, fintech, information and communication remain the same compared to the results of the previous report in 2020 (D5.1 Sector Specific DLT maturity assessments - 1st version).

Figure 18. Ranking results of all 15 industries with top 3 highlighted

Blockchain in SMEs Maturity Report 2020 has been published online (https://civitta.com/articles/fintech-retail-and-ict-to-lead-the-blockchain-revolution-report-shows) and can be used as a guidance tool for the enterprises and as a learning material identifying potential application of blockchain technology depending on the company's sector, type of business model, management processes and other. The updated version of the report will be published at BlockStart website report section "deliverables" in August, 2021.

3.4. Reports

At https://www.blockstart.eu/deliverables/ intermediaries can find public results of the project that are submitted to the European Commission. This website section is being constantly updated.

4. Intermediaries' engagement and feedback

The training (webinars) and the workshops (panel discussions) together have gathered over 400 participants who joined these live sessions, and the BlockStart Demo Day events gathered over 100 participants individually. The video recordings after the live session have reached up to 7000 people on Facebook and YouTube, however only the data of those who participated in the live session was considered. According to the event survey, intermediaries represented the following types of organizations:

- Scientific communities (Higher Education, Research, etc.)

- SME Associations or other support organizations (accelerator, incubator, etc.)

- National/European public institutions (EC, innovation agency, etc.)

- Industries/Corporates

- Investors

- Civil society (NGOs and other non-profits)

The webinars and workshops gave a lot of insight into the key areas of interest for intermediaries as well as misconceptions or areas in which they lack knowledge and understanding of the technology.

The topics in which participants need guidance can be categorized in the following thematic areas:

1. Specific blockchain use cases. During the trainings participants actively raised a number of questions about specific blockchain use cases and industries which present the most cases of application. The attendees were particularly interested in blockchain application in agriculture (i.e. provenance/proof of origin) and logistics (certification and supply chain, management improvement) to name a few.

2. Regulation & compliance. The workshop - panel discussion "Potential of Decentralized Finance" in particular raised a lot of issues concerning the regulation of blockchain-based solutions, in particular in the fintech domain. Among the issues raised were customer protection and general GDPR considerations for blockchain use cases (i.e. in identity management applications). The GDPR related issues in the context of blockchain usage and technology development were acknowledged in another policy workshop "How to make sure regulation helps and not hinders blockchain development". It was mentioned as current GDPR rules do not correspond to the decentralized solutions and therefore affects the blockchain-based solutions development.

3. Industry jargon as one of the major challenges in understanding the technology. Discussions on how to encourage more widespread use and general interest in blockchain pointed to an issue relating to many difficult terms being used in the field, that make the technology difficult for not so tech savvy users to understand.

5. Conclusion

The level of knowledge of the participants, who joined the webinars and workshops was very varied, with some having more extensive knowledge and others only having basic understanding of the technology. Participants had questions about the principle use cases and application of the blockchain technology, which demonstrates the need for further market education about the technology as well as lack of well-known success cases in general.

Training resources for intermediaries, which include webinar "Should I use blockchain?", workshop-panel discussion "Potential of Decentralized Finance", the Demo Day event, webinar "Exploring blockchain ecosystem: collaboration between startups and SMEs", webinar "How to make sure regulation helps and not hinders the development of blockchain solutions?", webinar "Blockchain: latest trends, myths and things you might not know" and the 2nd BlockStart Demo Day "Blockchain beyond the hype", as well as the also the "Do you need blockchain?" tool , website content including public reports and news articles, are all accessible online, constituting useful training resources for both intermediaries and the general public.

In the second half of 2021 and early 2022, intermediary training may eventually take place in physical locations, depending on how the pandemic evolves. Further online webinars and other training materials (to be described in D5.6 BlockStart Intermediary training resources - 3rd version) will be added and disseminated through the project's and partner organizations' communication channels.

BlockStart actively puts SMEs together with DLT developers, to foster the adoption of DLT, contributing to success stories for different sectors. Additionally, BlockStart activities are designed to be able to be replicated by intermediaries, accompanied by specific training resources and inviting intermediaries to get inspired by BlockStart activities, while being active participants. The project collects lessons learned in the form of events and reports (such as, sector-specific DLT maturity, policy recommendations) that can be used as training materials.

Moreover, relevant contents (as news, reports, webinars, events, open calls, etc.) will continue to be shared with BlockStart's communities of startups, SMEs and intermediaries on Slack (https://blockstartconnect.slack.com/, currently with over 380 members) and on Telegram (https://t.me/BlockStart, with more than 50 members).