



# BLOCK START

## Annex 1: Open Call #2 Text

July/2020



BlockStart Consortium			
Participant Number	Participant Organisation Name	Short Name	Country
1	Bright Development Studio, S.A.	BRPX	PT
2	UAB CIVITTA	CIVT	LT
3	F6S Network Limited	F6S	UK

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# 1 Background and Introduction

BlockStart is a European partnership programme looking for startups and SMEs – from all over the EU and H2020 associated countries – working with blockchain and other DLTs. The main objective of BlockStart is to facilitate goal-oriented, business-focused, and mutually beneficial partnerships between DLT/blockchain solution providers and end-users SMEs.

To this end, BlockStart is launching its second out of three Open Calls for applications, with the focus being on the following sectors: fintech, ICT and retail. A total of €265,000 will be allocated for the direct benefit of these SMEs (both developers and end-users) through this Open Call.

BlockStart is a 3-stage intensive mentor-led programme. It starts with the Ideation Kick-off, after which the most successful blockchain/DLT solution providers are admitted to a 4 month Prototype phase aimed at supporting the product/market fit. Finally, during the Pilot phase (2 months), startups/SMEs working with blockchain and other DLTs will have a unique opportunity to validate their solutions, pilot their innovations with SME adopters and work toward product/market fit.

The maximum amount of funding that each blockchain/DLT developer may receive is €20,000; while an SME adopter may receive €4,500.

The submission for the Open Call #2 for blockchain/ DLT developers opens on the **28<sup>th</sup> of July 2020** and closes on the **30<sup>th</sup> of September 2020 at 5pm CET (Brussels time)**.

The call for SMEs adopters from across fintech, ICT and retail sectors is continuously open, with several cut-off dates throughout the year.

The BlockStart programme is run by a team of 3 partners, Bright Pixel, CIVITTA and F6S, and is funded by the EU H2020 programme for Research and Innovation under Grant Agreement 828853.

## 2 Who is this programme for?

The accepted applicants for BlockStart Open Call #2 must be technological innovators (DLT developers) or potential end-users (SME adopters), being either able to develop/provide or integrate/adopt a solution based on blockchain and other DLTs. Applicants must fulfil the following criteria:

- registered as a company that complies with the Commission Recommendation for Small and Medium-sized Enterprises (SMEs) 2003/361/EC\*;
- located in a [EU or H2020 associated countries](#);
- solution and/or activity framed within one of the following sectors: fintech, ICT and retail.

**\*Important notice:** When there is not a constituted SME, the applicants could be an individual or a group legally established in a H2020 eligible country, with a written commitment to set up a legal SME if selected to the “Ideation Kick-off” phase (*Annex 5.1 Declaration of Commitment to Establish an SME*).

### 3 What can you get from us?

BlockStart is a 3-stage intensive mentor led programme that provides blockchain/DLT solution providers with the best resources to create and grow their businesses, wherever they are in the EU or associated countries.

Startups/SMEs accepted into BlockStart will have access to a variety of perks, including:

- equity-free funding (up to €20,000 for blockchain/ DLT solution providers; up to €4,500 for SME adopters);
- piloting opportunities to help developers explore new value streams for market ready blockchain-tech;
- support from BlockStart team and network of fellow participants, intermediaries and advisors;
- individualized coaching/mentorship from Bright Pixel, CIVITTA and F6S teams;
- networking with industry leaders, technology pitching and showcase opportunities at blockchain events and industry conferences.

### 4 How is the program structured?

In accordance with a “Company Builder” approach, BlockStart will run a “partnership” programme – Engage>Prototype>Pilot – for developers to find a product/market fit.

BlockStart is specifically designed for all companies that intend to scale and develop DLT/blockchain solutions for the sectors selected for Open Call #2: fintech, ICT and retail.

One of the main goals of the programme is to connect DLT/blockchain startups with pioneering SME adopters that, after having accompanied the process during the Prototype phase, will be more ready to test these solutions in live conditions in the Pilot phase. Funding is granted to both SMEs and DLT developers for business development, technological adaptation and cross-border collaboration. The figure below shows the overall scheme of the process:

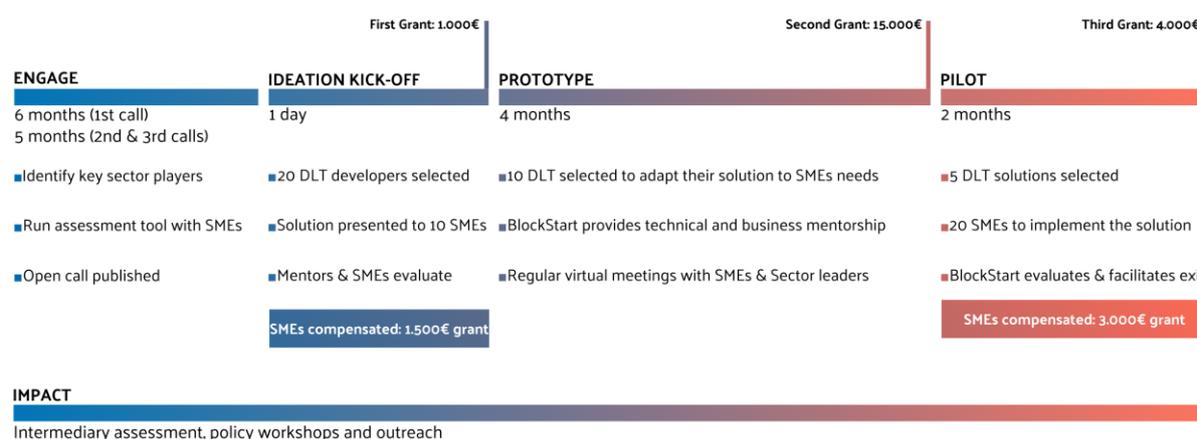


Figure 1 BlockStart Partnership Program - overview

Each stage comprises a set of activities that qualify for financial support. All the funds disbursed will be based on concrete results and not administrative justifications.

## 5 Who are we?

The BlockStart Consortium is run by a team of 3 partners:

### *Bright Pixel*



Bright Pixel ([www.brpx.com](http://www.brpx.com)) was founded in April 2016 with the goal of investing in technology-based projects. It is a venture builder studio and an early-stage investment vehicle, with two interlinked areas of activity:

- An experienced team of developers, designers, product and business developers, dedicated to supporting early-stage technology-based projects.
- A team dedicated to the investment in startups, with several means through which it supports and invests in early-stage technology projects. Among them, an €8 million fund, recently launched to invest in startups with operations based in Portugal.

### *CIVITTA*



CIVITTA ([www.civitta.com](http://www.civitta.com)) is a leading independent management consultancy in Emerging Europe. With over 300 consultants and experts across 23 offices in 15 countries (Estonia, Latvia, Lithuania, Poland, Finland, Belarus, Russia, Ukraine, Moldova, Serbia, Romania, Slovakia, Bulgaria, North Macedonia and the UK), covers a wide range of services, including management consulting, grants and project management, market research and customer data analytics, entrepreneurship support and startups, public policy and development. Its flexible approach and international mindset have ensured successful cooperation with clients in 40+ countries, resulting in 10.000+ completed projects.

### *F6S*



F6S Network Limited ([www.f6s.com](http://www.f6s.com)) is a European SME that is the largest social network for startups in the world. With over 3.000.000 profiles for the startup community and more than 1.100.000 tech-startups, it currently supports the majority of the startup ecosystem through deal flow/applications, jobs listings, free services, communication forms, technology transfer infrastructure and other areas. As a leading platform for application management for commercial, corporate, government, university and other accelerator programmes, F6S helps more than 17.000 such initiatives worldwide. Every year F6S processes more than 700.000 applications and delivers about EUR 2 billion to startups/SMEs.

## 6 Application form and support to applicants

For the application form and detailed guidance for applicants, please download the files available at the [www.blockstart.eu](http://www.blockstart.eu) website. The BlockStart consortium will organise webinars and be present at events from July until September 2020, to connect with interested applicants. Please check BlockStart

F6S page ([www.f6s.com/blockstart](http://www.f6s.com/blockstart)) & follow our social accounts<sup>1</sup> if you want to stay tuned with this programme.

The BlockStart consortium will provide information to the applicants only via [www.f6s.com/blockstart](http://www.f6s.com/blockstart), so that all information (questions and answers) will be accessible to all potential applicants.

No binding information will be provided via any other means (e.g. telephone or email).

More info at: [www.blockstart.eu/open-calls](http://www.blockstart.eu/open-calls)

Apply via: [www.f6s.com/blockstart](http://www.f6s.com/blockstart)

FAQ: [www.blockstart.eu/open-calls/faq](http://www.blockstart.eu/open-calls/faq)

Online Q&A: [www.f6s.com/blockstart/discuss](http://www.f6s.com/blockstart/discuss)

Support team: [hello@blockstart.eu](mailto:hello@blockstart.eu)

Personal Data Protection Policy available at: [www.blockstart.eu/data-protection](http://www.blockstart.eu/data-protection)

## 7 Support material

Open call #2 support material:

- **Annex 1: Open Call #2 Text**, this document.
- **Annex 2: Guidelines for Applicants**, which sets out the guidelines for participation in the second open call for proposals of the BlockStart project.
- **Annex 3: Application Form for DLT Developers**, application form available at [www.f6s.com/blockstart](http://www.f6s.com/blockstart), with questions that need to be addressed by blockchain/ DLT solution providers.
- **Annex 3.1: Proposal Supplement**, a document providing information on proposal schedule, timing, Ethical & Security details. Only for blockchain/ DLT solution providers.
- **Annex 3.2: Application Form for SME Adopters**, application form available at [www.f6s.com/blockstart](http://www.f6s.com/blockstart), with questions that need to be addressed by SME adopters.
- **Annex 4: Declaration of Honour**, which declares that all conditions of the open call are accepted by an SME legal representative.
- **Annex 5: SME Declaration**, which evaluates the status of the SMEs participating at the open call.
- **Annex 5.1: Declaration of Commitment to Establish an SME**, in case the applicant hasn't already registered an SME (a prerequisite to participate in the Ideation Kick-off). Only for blockchain/ DLT solution providers.
- **Annex 6: Bank Account Information**, which collects information on the applicant's bank account where the BlockStart payments will be transferred to.
- **Annex 7: Sub-grant Agreement Template for DLT Developers**, which provides a template of the sub-grant agreement that the successful DLT Developers applicants will be requested to sign.
- **Annex 7.1: Sub-grant Agreement Template for SME Adopters**, which provides a template of the sub-grant agreement that the successful SME Adopters applicants will be requested to sign.

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<sup>1</sup> Follow us on Facebook: [www.facebook.com/BlockStartEU](http://www.facebook.com/BlockStartEU), LinkedIn: [www.linkedin.com/company/blockstarteu](http://www.linkedin.com/company/blockstarteu) and Twitter: [www.twitter.com/BlockStartEU](http://www.twitter.com/BlockStartEU)

- **Annex 8: Template for H2020 Financial Support to Third Parties**, which contains the formal announcement to be published in the EU portal.
- **Frequently asked questions & answers** published at the community feed ([www.blockstart.eu/open-calls/faq](http://www.blockstart.eu/open-calls/faq))