



# BLOCK START

## Annex 1: Open Call #3 Text

March 2021



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The BlockStart consortium is the following:

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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The BlockStart project, co-funded by the European Union’s Horizon 2020 research and innovation programme under grant agreement No. 828853, foresees as an eligible activity the provision of financial support to third parties, as a mean to achieve its own objectives.

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# 1 Background and Introduction

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

To this end, BlockStart is launching its third and final Open Call for applications, with the focus being on the following sectors: fintech, Information and Communication Technologies (ICT) and retail. A total of at least €265,000 will be allocated for the direct benefit of these startups and SMEs (both solution providers/developers and end-users/adopters) through this Open Call.

BlockStart is a 3-stage intensive mentor-led acceleration programme that lasts for 6 months. It starts with the Ideation Kick-off, a matchmaking event between end-user SMEs and solution providers, after which the most successful blockchain/DLT developers are admitted to a 4 months Prototype stage aimed at supporting the product/market fit of their solutions. Finally, during the 2 months Pilot stage, startups working with blockchain and other DLTs will have a unique opportunity to validate/pilot their solutions and refine their products, grow their business, and work closely with potential customers (i.e., SME adopters).

The maximum amount of funding that each blockchain/DLT developer may receive is €20.000, while an SME adopter may receive up to €4.500.

The submission for the Open Call #3 for blockchain/DLT developers opens on the **17<sup>th</sup> of March 2021** and closes on the **26<sup>th</sup> of May 2021 at 5pm Central Europe Time (CET)/Brussels Time**.

The Open Call #3 for SME adopters opens on the **17<sup>th</sup> of March 2021** and will remain continuously open until the end of the programme's Prototype stage (November 2021), with several cut-off dates throughout the year. More concretely, one is set to select at least 10 end-user SMEs for the Ideation Kick-off event (27-28 July 2021) and another aims at selecting a minimum of 20 SME adopters for participation at the Pilot stage (December 2021-February 2022). The 1<sup>st</sup> cut-off date is expected to run from the 17<sup>th</sup> of March 2021 until the **6<sup>th</sup> of July 2021 at 5pm CET/Brussels Time**.

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 #3 must be technological innovators (blockchain/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](#).
- Be a technology provider or adopter able to develop or adopt solutions framed within one of the following sectors: fintech, ICT and retail.

**\*Important notice ONLY for blockchain/DLT developers:** When there is not a constituted company, the applicant could be an individual or a group of individuals legally established in a H2020 eligible country, with a written commitment to set up a legal company if selected to the Ideation Kick-off. Therefore, instead of filling in *Annex 5 SME Declaration*, the applicant should fill in *Annex 5.1 Declaration of Commitment to Establish an SME*.

### 3 What can you get from us?

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

- Equity-free funding: up to €20.000 for each blockchain/DLT solution provider and up to €4.500 for each SME adopter;
- Market validation: a 3-stage acceleration programme that helps developers fine-tune, test and demo their blockchain/DLT solution with real users and explore new value streams for market ready blockchain-tech;
- Growth support: access to personalized mentoring, training, and additional resources from the BlockStart team and network of fellow participants, intermediaries, and advisors;
- Network and community: networking with potential clients and investors, technology pitching and showcase opportunities at blockchain events and industry conferences.

For end-user SMEs, apart from the equity-free funding, they will have the chance to present themselves and specify their blockchain-related problems and needs and be matched with developers at the Ideation Kick-off event. Even though they do not participate at the Prototype stage of the programme, which is for blockchain/DLT developers only, they also have the possibility to be selected for BlockStart's Pilot stage and have the chance to implement a specific blockchain/DLT solution developed during the Prototype stage, to help them grow their business.

### 4 How is the programme structured?

BlockStart will run a 3-stage intensive mentor-led acceleration programme – Ideation Kick-off > Prototype > Pilot – for blockchain/DLT developers to find a product/market fit.

BlockStart is specifically designed for all companies that intend to scale and develop blockchain/DLT solutions for the sectors selected for its Open Call #3: fintech, ICT and retail.

One of the main goals of the programme is to connect blockchain/DLT startups with innovative SME adopters that, after having accompanied the process during the Prototype stage, will be more ready to test those solutions in live conditions in the Pilot stage. Funding is granted to both SMEs and blockchain/DLT developers for business development, technological adaptation, and cross-border collaboration.

The figure below shows the non-exhaustive overall scheme of the acceleration process:

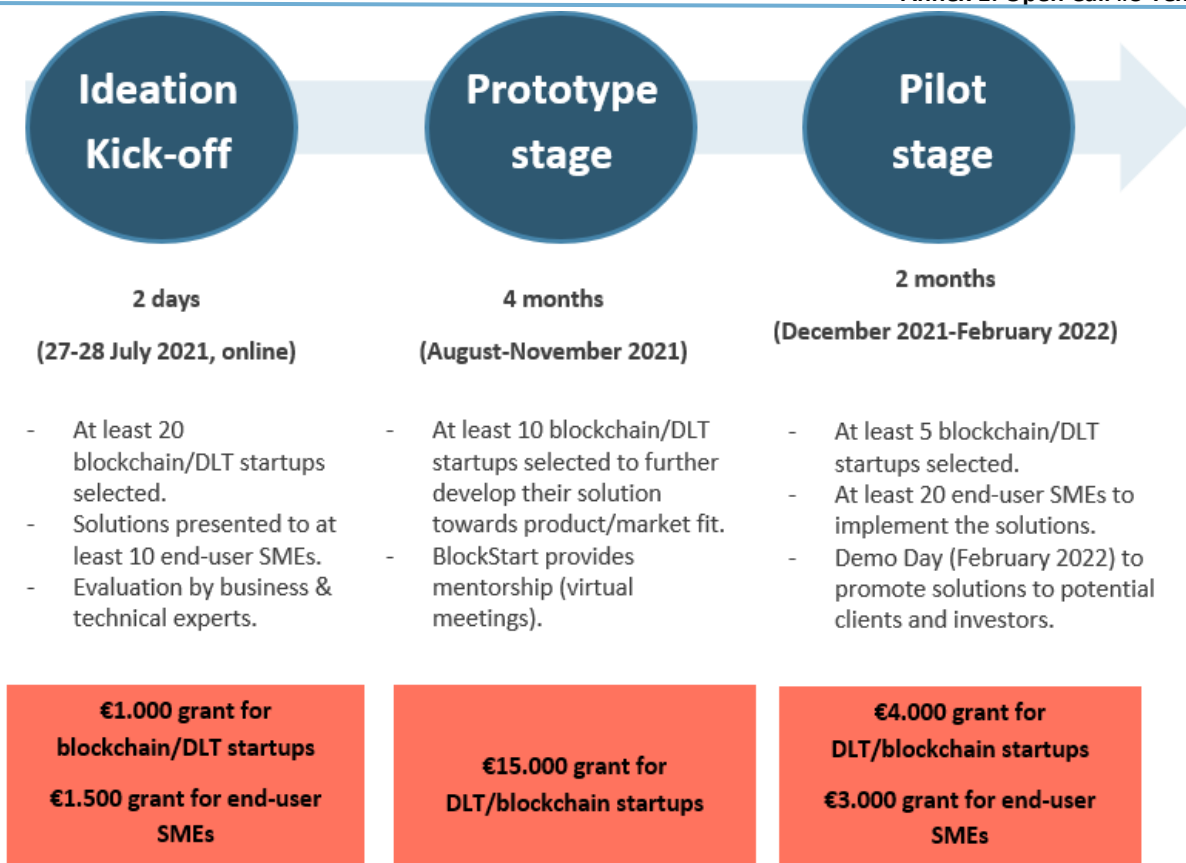


Figure 1 BlockStart Partnership Programme - overview

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.

**Important notice:** it is expected that the Ideation Kick-off event will be held online on the 27<sup>th</sup> and 28<sup>th</sup> of July, due to Covid-19 constraints. However, the BlockStart consortium might modify the procedure and change the event to a physical one if safety and health requirements are met. The same principle will be applied to the Demo Day event, to be held in February 2022. Participants will be notified beforehand.

## 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 United Kingdom), it 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, at least, 2 Q&A Webinars and be present at events from March until May 2021, to connect with interested applicants. Please check BlockStart F6S page ([www.f6s.com/blockstart](http://www.f6s.com/blockstart)), follow our social media accounts<sup>1</sup> or subscribe to our [Newsletter](#) 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).

**If you are a blockchain/DLT developer, apply via:** <https://www.f6s.com/blockstart-opencall3-dltdevelopers/apply>

**If you are an SME adopter, apply via:** <https://www.f6s.com/blockstart-opencall3-smeadopters/apply>

More info at [www.blockstart.eu/open-calls](http://www.blockstart.eu/open-calls) if you are a blockchain/DLT developer and at <https://www.blockstart.eu/adopters/> if you are an SME adopter.

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For more information, access our FAQ: [www.blockstart.eu/open-calls/faq](http://www.blockstart.eu/open-calls/faq) or ask us any question by using our Online Q&A: [www.f6s.com/blockstart/discuss](http://www.f6s.com/blockstart/discuss)

For IT support, please contact the F6S support team: [support@f6s.com](mailto:support@f6s.com)

For other needs, please contact the Help Desk: [hello@blockstart.eu](mailto:hello@blockstart.eu)

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

## 7 Support material

Open call #3 support material:

- **Annex 1: Open Call #3 Text**, this document.
- **Annex 2: Guidelines for Applicants**, which sets out the guidelines for participation in the third open call for proposals of the BlockStart project.
- **Annex 3: Application Form for blockchain/DLT Developers**, application form available at <https://www.f6s.com/blockstart-opencall3-dltdevelopers/apply>, 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 <https://www.f6s.com/blockstart-opencall3-smeadopters/apply>, 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 does not have a registered SME (a prerequisite to participate in the Ideation Kick-off event). 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 blockchain/DLT Developers**, which provides a template of the sub-grant agreement that the successful blockchain/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.
- **Annex 8: Template for H2020 Financial Support to Third Parties - DLT Developers**, which contains the formal announcement of the Open Call for DLT Developers to be published in the EU portal.
- **Annex 8.1: Template for H2020 Financial Support to Third Parties - SME Adopters**, which contains the formal announcement of the Open Call for SME Adopters 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))