



FIWARE
ZONE

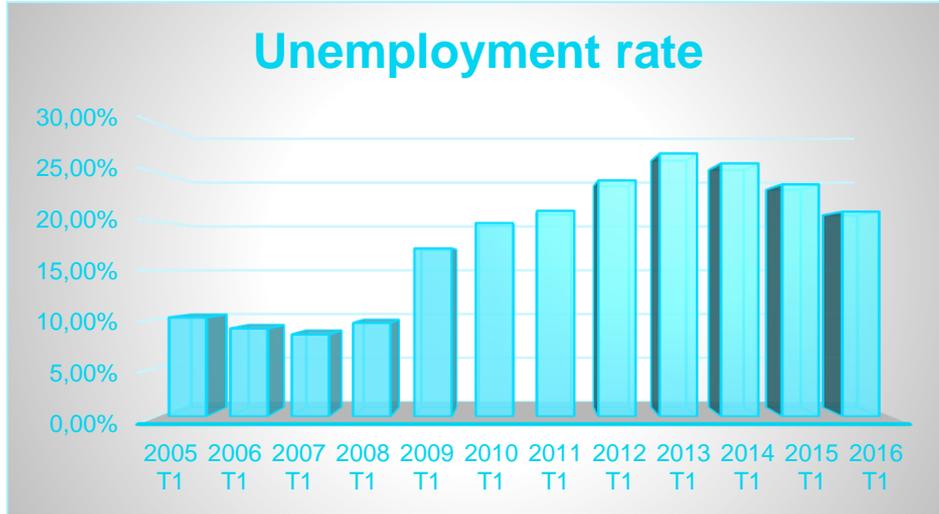
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01 

OUR REALITY_

The problem_



La OCDE reclama a España mayor inversión pública en ciencia, tecnología e innovación

Este organismo, a través del Informe sobre Perspectivas 2016, indica que España ha reducido su inversión pública en I+D durante la crisis económica tras décadas de "significativos avances". Aún así se ubica detrás de las grandes potencias mundiales.



INFORME EUROSTAT >

La pobreza golpea duro en el Sur de Europa desde el inicio de la crisis

La pobreza y exclusión social afectó a uno de cada cuatro europeos en 2014

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We have_



Un estudiante malagueño, único europeo seleccionado para un doctorado en California

Ángel Gálvez Merchán, que termina el grado de Bioquímica en Sevilla, ha sido becado por el Caltech, instituto con 35 premios Nobel, para hacer su tesis



ad de Biología, en el campus Reina Mercedes de Sevilla. / García Cordero

Tecnología

El sector TIC español generó 10.480 nuevos empleos en noviembre

2 diciembre, 2016 · 0 Comentarios

Economía.- El 63% de los emprendedores cordobeses cree que su negocio crecerá y el 37% piensa crear empleo

El 63 por ciento de los emprendedores cordobeses espera un crecimiento en clientes y facturación en los próximos 12 meses, mientras que un 37 por ciento cree que ampliará plantilla en este periodo, según refleja el Barómetro del Emprendimiento Andaluz, una investigación sociológica sobre las personas que crean y consolidan empresas en Andalucía realizada por la Consejería de Economía y Conocimiento, a través de Andalucía Emprende y el Fondo Europeo de Desarrollo Regional.

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El sector TIC y de los contenidos ya supone el 4,9% del PIB nacional



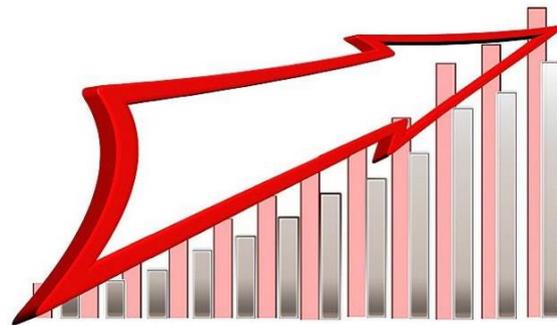
1 Comentarios



El sector TIC en España ingresó 82.464 millones de euros en 2015

En cifras 30 NOV 2016

), llegando a los 453.575



Según datos de la ONTSI, el sector TIC y de los contenidos registró un crecimiento en 2015 del 8,5%, lo que se traduce en 97.931 millones de euros, montante al que las empresas TIC aportaron el 84,2% del total. Las ramas de actividades informáticas y de comercio al por mayor son las que más crecieron.



02



WHAT IS FIWARE FOR US_

An opportunity_



Mas de **150 ciudades** ya han adoptado estándares FIWARE



<https://www.fiware.org/>

An opportunity_



Mas de 1.000 empresas están generando negocio y empleo



<http://map.fiware.org/actors/smes>

03

OUR OBJECTIVES_

Our Objective_



KPI's	Number
FIWARE Centers – RUNNING	2
LABS and URBAN LABS – in action	3
Cities, government, and public institution adhered in our program (Ayto's, diputaciones, AGE, Unión Europea, etc.)	20
Enterprises formed in FIWARE technologies	100
Enterprises with products and service certificated	20
Students formed in FIWARE (University/FP)	400
Universities and Institute with FIWARE in their programs	12

04



HOW WE ARE DOING IT_

Course of Action_



01. FIWARE ZONE: FIWARE Innovation Centers where we have the Internet of Things specialists, and labs to help the enterprises (Sevilla y Málaga)



02. FIWARE ZONE - URBAN: Urban labs comprised of devices and open networks; public as well as collaborative. (Sevilla y Málaga)



03. FIWARE ZONE - PLATFORM: managing FIWARE platform in order to receive and use data provided by the devices via open network.

04. FIWARE ZONE - UNIVERSITY: An agreement with the universities to provide them with access to the labs, equipment and patents to facilitate the development of IoT projects.



05. FIWARE ZONE - CHALLENGE IoT: Open calls about IoT (smart city, agro, eHealth, tourism).

06. FIWARE ZONE – MARKETS: Marketing support and access to the market.

ACTION 1: FIWARE ZONE - CENTER_



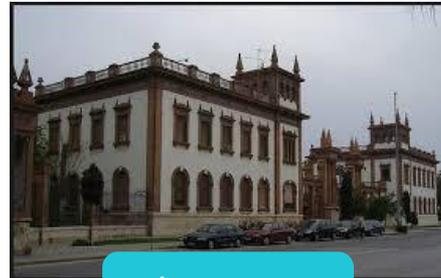
Two innovation centers of FIWARE in Andalucía (SEVILLA and Málaga) where entrepreneurs, enterprises and people will know and test FIWARE solutions.

Physical Spaces

- ✓ These centers will enable the following functions:
 - **Showroom of FIWARE Solutions.**
 - **Laboratory with training equipment.**
 - **IoT Ready Programme.**



SEVILLA



MÁLAGA



Ayuntamiento
de Málaga



PROMMALAGA



ACTION 2: FIWARE ZONE - URBAN_



Real devices (Fiware IoT Ready) deployed in the city to give open data from heterogeneous sources. (SEVILLA Y MÁLAGA).

Targets

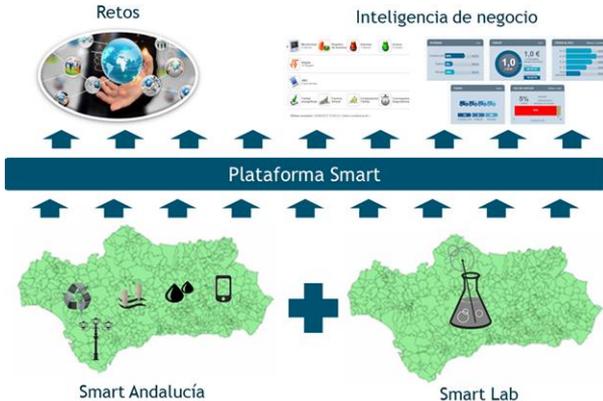
- ✓ Provide the city with of an laboratory and offer it to entrepreneurs, enterprises and public administrations to test new solutions:
 - The way to test solutions end-to-end with consultants giving support and solving doubts.
 - Multicity test.
- ✓ To be a benchmark of laboratory in order to dynamize the IoT sector and attract the best smart city projects to be tested.

ACTION 3: FIWARE ZONE - PLATFORM_



FIWARE instance in which store any data provided by the devices used in FIWARE Zone Innovation Centers FIWARE ZONE Urban.

- ✓ Test platform for developers
- ✓ FIWARE instance to develop the seminars
- ✓ To develop and test the different pilots that win the Challenges
- ✓ The platform where offer the open data produced by FIWARE ZONE Centers and Urban.
- ✓ Data integration with FI-LAB



Centralized point Andalucía Smart:

- Add sensor information.
- Provide management capabilities
- Provide analysis capabilities
- Provide an access point for use (Smart City) and consumption (creation of services) by the partners of the project.

ACTION 4: FIWARE ZONE - UNIVERSITY_



Participation of Andalusian universities in FIWARE, in particular US and UMA through Andalucía Tech.

Training

Seminars and showrooms to teachers and students.

Laboratories

Offer the labs, equipment and access.

Research groups

Support in how participate in FIWARE Foundation activities

Support to research groups, spin-offs and entrepreneurs.

- ✓ Generate knowledge giving support to research projects using FIWARE
- ✓ Access to labs, equipment and other resources to students and entrepreneurs.
- ✓ Give the knowledge of the different technologies used in “Smart Solutions” nowadays
- ✓ Support in entrepreneurial projects.



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ACTION 5: FIWARE ZONE - CHALLENGE IoT_



Open calls to participate in a contest whose aim is to develop ideas, Solutions o products to solve a problem (called Challenge).

Smart City

Smart Agrifood

IoT eHealth

Smart Industry

Sponsor

- Define the challenge
- Participate following the develop
- Support the winner

Winner

- Get the support to develop the solution
- Get funds to deploy a real pilot
- Join to the partner's program of Telefonica

ACTION 6: FIWARE ZONE - MARKETS_



Offer support and training sessions on FIWARE Technologies to develop or adapt products and solutions FIWARE compliant (“FIWARE IoT Ready” or “powered by FIWARE”).

Advance training in FIWARE ZONE Centers about FIWARE and IoT platform of Telefónica

Product commercially viable:

- ✓ Be partner of Movilforum having some benefits as technical, marketing and business support. First year fee subsidized.
- ✓ Priority on access to events of Movilforum and trade shows
- ✓ Possibility of access to Latam market with Telefonica, internationalize in other markets.



05 

WE HAVE A PLAN_

What we have done_



- ✓ Creation and start-up two centers in Sevilla and Málaga.
- ✓ Installation of two urban laboratories with IoT devices.
- ✓ Participation in Greencities 2017 Málaga.
- ✓ Presentation of the project to public institutions : Diputaciones de Andalucía, Ayuntamientos Sevilla y Málaga, Sandetel.
- ✓ Presentation of the project to technological cluster and enterprises.: ETICOM, Promálaga, CITIC, PCT Cartuja, PTA Málaga.
- ✓ Participation in “Innovation and New Technology Fair” (Diputación de Sevilla)
- ✓ More than 10 meetings with enterprises interested in FIWARE.
- ✓ IoT technology and solutions experts conferences: “FIWARE, the IoT standard” (Avante)
- ✓ Hackathon IoT with 40 technological participants.
- ✓ Agreement of participation with universities
- ✓ Seminars and workshop to university professor of US (20 professor)



What we are going to do_



06 

CONCLUSION_

We need work together_



1. WORKING WITH INSTITUTIONS

- Government and Regional government
- Agreements with Councils
- Agreements with Diputaciones
- European Commission–FIWARE Foundation



2. WORKING WITH TIC SECTOR

- HUB and enterprises associations
- Accelerators and business centers
- Technological parks
- Enterprises centers and entrepreneurs centers



3. WORKING WITH EDUCATION ECOSYSTEM

- Universities
- Technological centers
- Schools and High Schools
- Innovation and Research Centers



Thank you

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www.fiware.zone

