

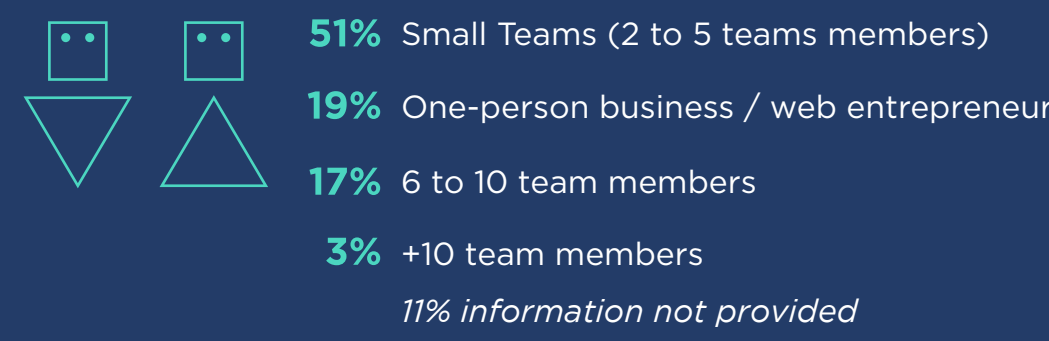
FIWARE ACCELERATOR PROGRAMME

TRANSFORMING GREAT IDEAS INTO REAL BUSINESS

WHAT WE HAVE ACHIEVED

The FIWARE Accelerator Programme has demonstrated to be a fantastic tool to reach-out to SMEs and startups. The European network of **16 ACCELERATORS**, operating within the programme, has so far attracted over 8,000 submissions to their open calls, of which more than **1000 SMEs AND STARTUPS** have been selected to be part of the FIWARE business acceleration programme.

**CHOOSE BRILLIANT IDEAS
EMPOWER THE TEAMS
TURN IDEAS INTO BUSINESSES ON TIME**



Acceleration through FIWARE has enabled passionate entrepreneurs and innovative SMEs to **develop their projects**, regardless of their team size or previous business experience.

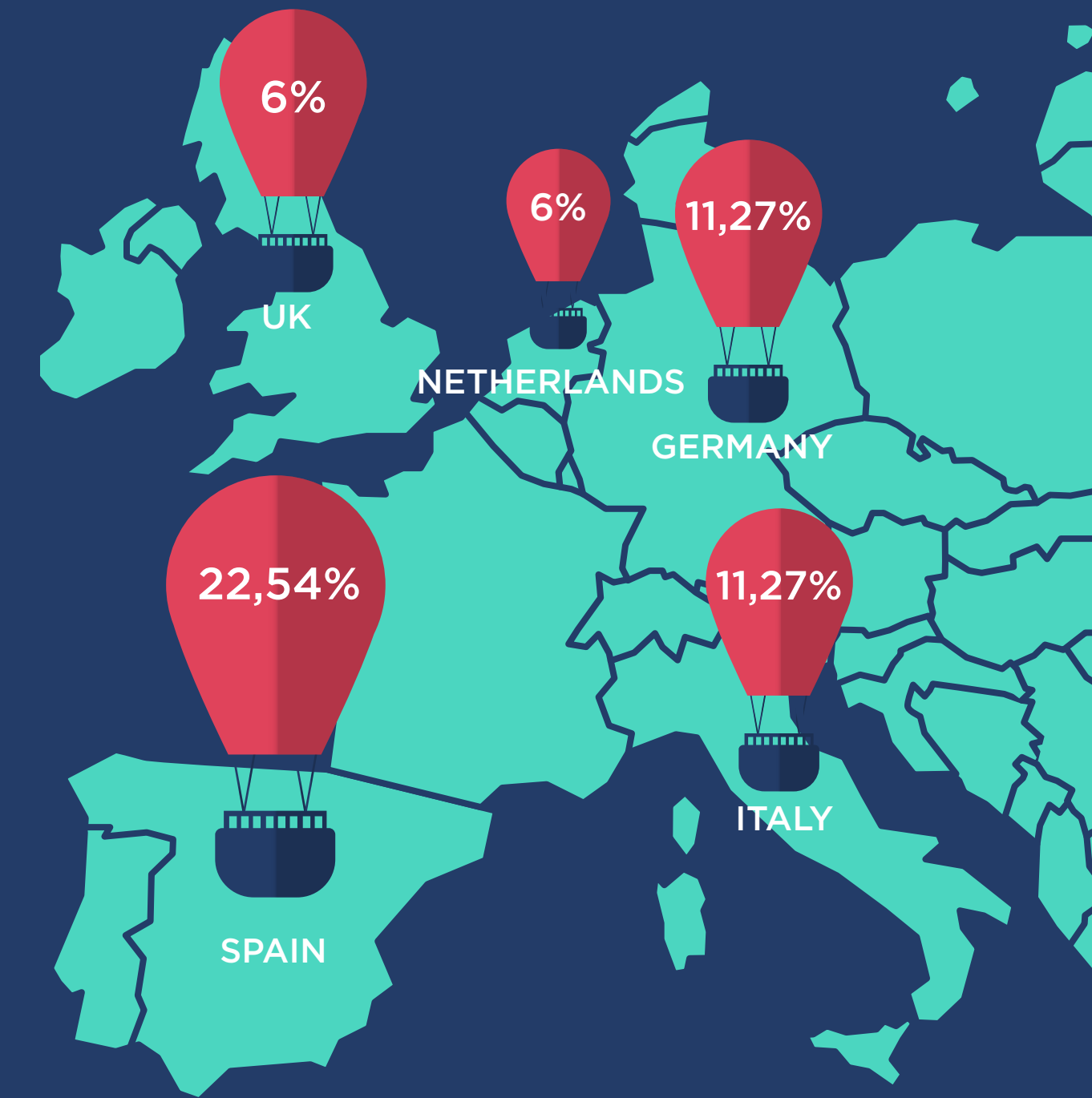
16 ACCELERATORS

- SOUL-FI
- FINODEX
- SpeedUp Europe
- FABulous
- FICHe Impact CREATIFI
- INCENSE SmartAgriFood
- FRACTALS
- CEEDTech FIC3
- FrontierCities Finish FI-Adopt
- European Pioneers

Each one of the 16 accelerators has developed its own partners' network, linking offices and innovation hubs sometimes in distant countries, connecting tutors, mentors, developers and entrepreneurs, building bridges between people and places, assembling an Open Community around Technology.

**+1000 SMEs JOINING IN!
THE FIWARE COMMUNITY IS EXPANDING**

- SELECT THE BEST PROPOSALS
- GIVE TUTORING & MENTORING
- POINT OUT THE TECHNOLOGY
- DEVELOP A BUSINESS PLAN
- PROVIDE FUNDING OPPORTUNITIES



Top 5 Countries

THE IDEAS GROW

THE ECOSYSTEM GROWS
THE PROJECTS SCALE UP

MAIN VERTICALS

During the Programme, accelerators have been focusing on boosting the most promising proposals, aimed to outreach in the sectors with more business potential and targeting our principal areas of development.

- Smart Cities
- Agrifood
- eHealth
- Clean Tech
- Energy
- Media & Content
- Manufacturing
- Learning & Training
- Industry 4.0
- Social Impact

SMART-CITY FOCUS

Smart cities stand out as a primary center of attention for the FIWARE Accelerator Programme SMEs:

28% of sub-grantees are focused on the Smart City area, including solutions for:

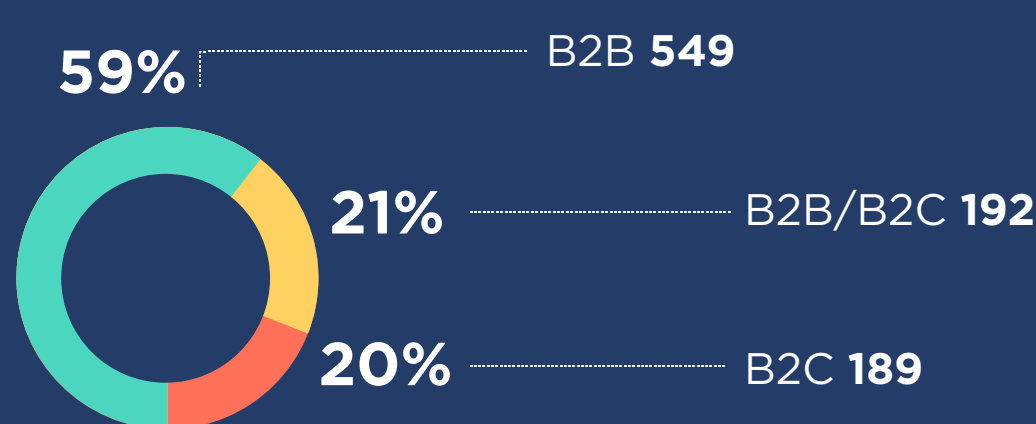
- Transport: intelligent transportation
- Healthcare: connected healthcare
- Government: open data initiatives
- Utilities: urban smart grids

The OASC initiative, pursuing the portability and interoperability of applications and the creation of a common Smart City market, is pushing FIWARE technology as the standard for smart cities, and is therefore easing the SMEs focusing on this vertical to engage with their customers.

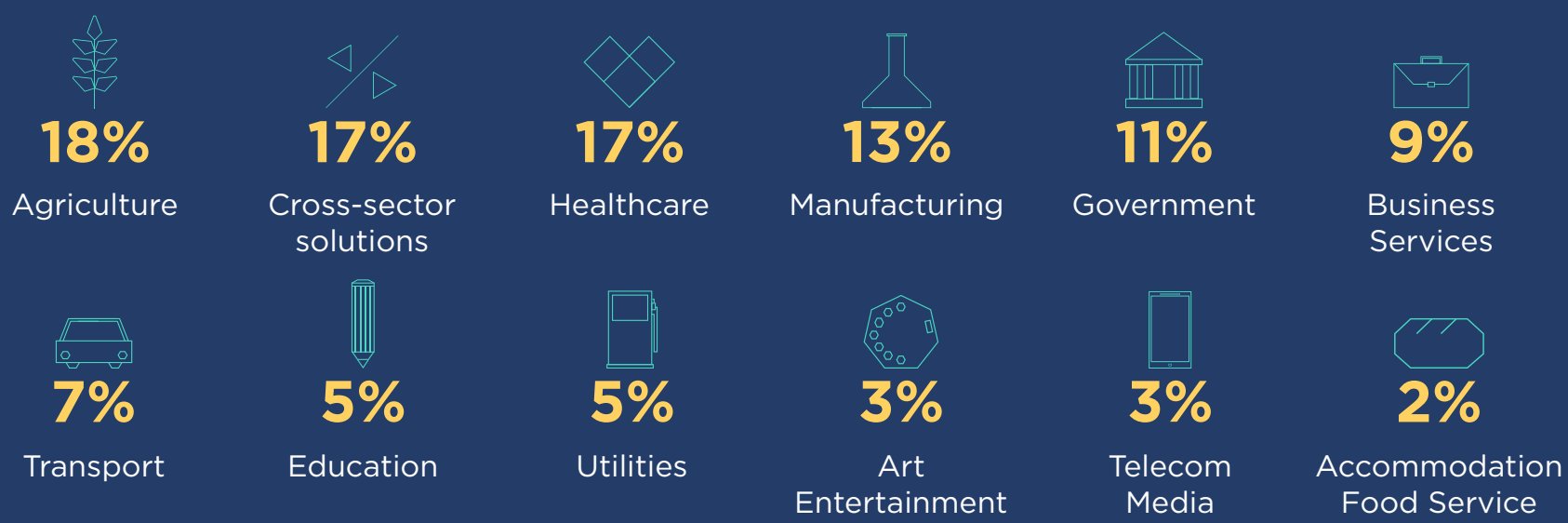
INNOVATE PRODUCTS & SERVICES FULFILL MARKET NEEDS

IDEAS TURN INTO REAL BUSINESS

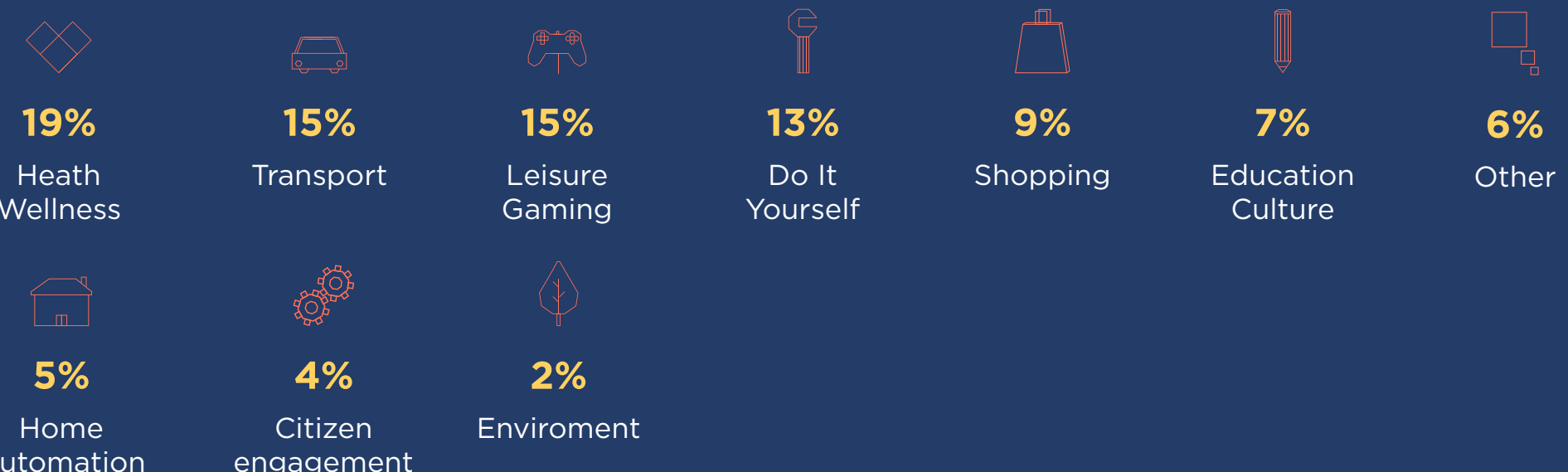
SMEs on the Accelerator Programme have developed their projects targeting several **different markets**, with both B2B and B2C products and solutions.



Business Markets



Consumer Markets



PASSION & INNOVATION ARE KEY TO SUCCEED

Among the outcomes of the FIWARE Accelerator Programme, the one that makes the accelerators' teams feel more proud is the already sizable number of **solutions and services successfully entering the market**.

SMEs use & combine innovative ICT solutions

- 367 Mobility
- 311 Big Data
- 287 Cloud
- 264 IoT
- 140 Social Media



31% of the SMEs are **Web-based Service Providers**, providing services like:

- Social Media Platforms
- Online Shopping Marketplaces
- Online Accommodation & Food Services
- Sharing Platforms

69% of the SMEs are **Technology Providers**, offering solutions like:

- 67%** - Purely Software Solutions (e.g. mobile apps)
- 33%** - Combined Hardware & Software Solutions (eg. Embedding RFID or sensors)

THE SUCCESS IS AT HAND

At present, a great part of the FIWARE SMEs have already developed their market-ready products.

By 2017, over a thousand new or fast-growing small enterprises, part of the FIWARE Accelerator Programme, will be key actors in the most innovative markets, offering disruptive apps, IT solutions and web based services. Horizon 2020 will be the next keystone in this process.

By 2020, a revenue of more than €330 million is expected around the SMEs leveraging the FIWARE platform. They will be serving at least 1.5 million business customers and reaching a market of more than 20 million consumers.

FIWARE Accelerator will continue its role, as a crucial part of the Community, contributing to the growth of the FIWARE ecosystem and making it sustainable over time.

+€330M REVENUE

+1.5M BUSINESS CUSTOMERS

+20M CONSUMERS IN THE MARKET

...STAY TUNED & BE A PART OF IT!