



The FIWARE Offering

An Overview of its Benefits

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FIWARE Benefits for Users

- **FIWARE provides the basis for more efficient and faster innovation:**
 - It provides a **testing environment suitable for SMEs** reducing costs and overhead associated to build and maintain testbeds
 - It ensures **large scale validation of new technologies** (GEs) and services as well as access to specialized and/or diverse resources
 - It enables **competitive testing** by offering various nodes, networks at different locations that SMEs can select, e.g. datacenters, wireless network, sensor network
 - It provides a suitable **environment for the implementation** of new services, applications, protocols and solutions
 - It provides **solutions to localize data storage**, compliant to local legal constrains
 - It facilitates the **involvement of selected local R&D institutions** by the SMEs based on their needs

FIWARE Benefits for Users



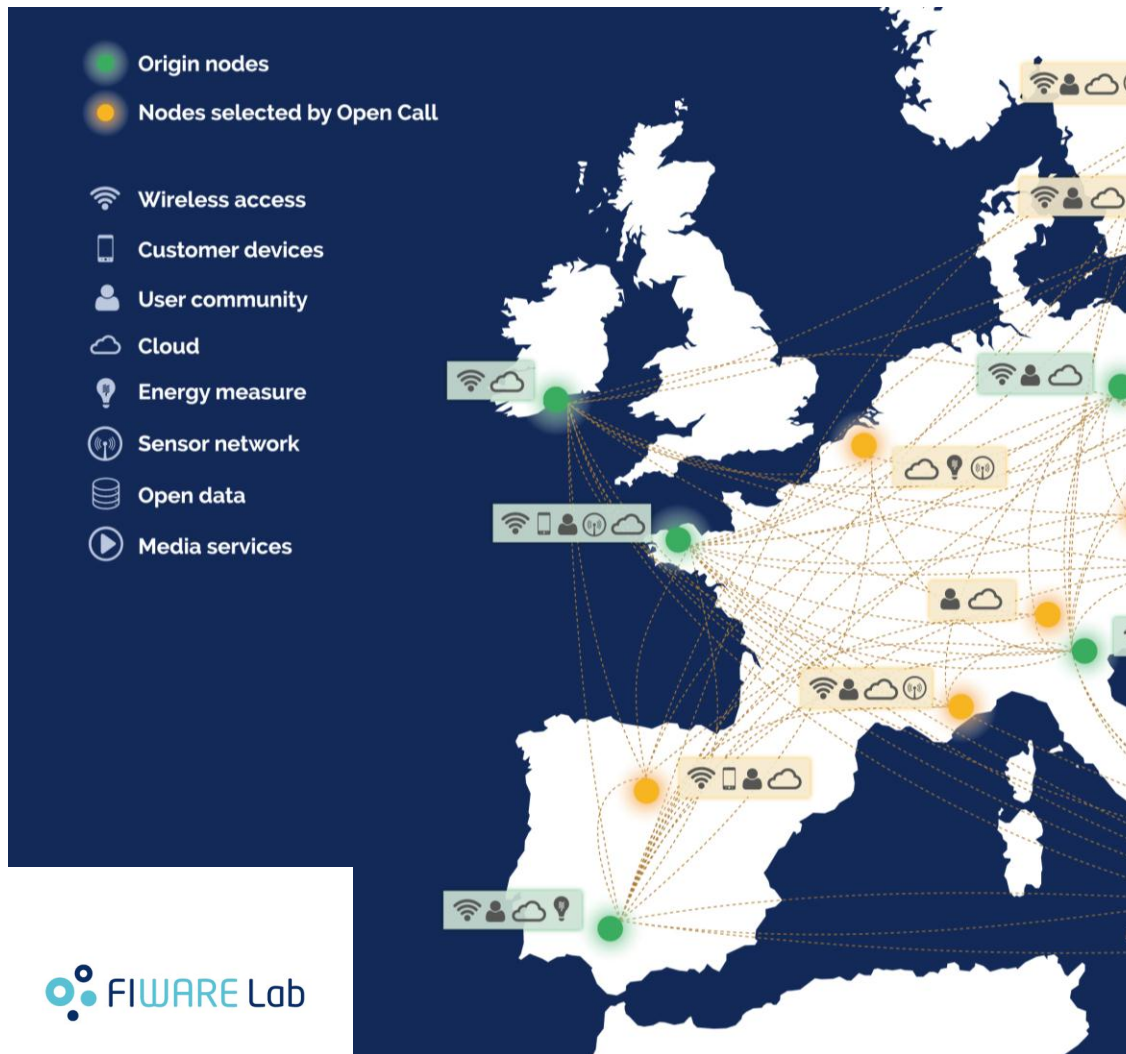
- **The benefits of using FIWARE technologies:**
 - A reduction of the time-to-market for the launch of new services and technologies
 - Minimization of related risks using available validated technologies avoiding new investments
 - An opportunity to find complementary experimental facilities as needed for a testing environment
 - The provision of large experimental facilities, in terms of coverage, number of involved test users, network technologies



Which are the benefits for participating infrastructures?

- **Strengthen your market position and value offering to your existing customers** (strengthen user retention)
 - Access to a much richer and more diverse set of resources (not only expanding capacities in volume), to technologies and capabilities not available locally
 - Your customers will also become part of the **European Future Internet ecosystem**
 - Valuable experiences
 - Know-how
 - Being able to build business relationships across Europe
- **Tap on the wide user base of the European Future Internet ecosystem**, offering access to the specific solutions and technologies you offer, enlarging your customers' and users' base, generating new business opportunities





- Availability of 18 nodes with 1500+ cores, 3TB+ Ram, 300TB+ HD
- Level 1 and Level 2 support for the nodes
- Showcases for developers, infrastructures, smart businesses

The “meeting point” where to boost a new Open Innovation ecosystem

Customers and Data providers (e.g., cities)

- Connect to entrepreneurs
- Put their data at work
- Visibility, promotion
- Costs saving
- Better service to customers
- Corporate Reputation

Entrepreneurs, Developers

- Ability to test with real data
- Ability to run trials with real users
- Visibility, promotion
- Hosting of permanent showcase
- Connection to potential customers
- Acceleration of product development



FI-WARE Technology Providers

- Added value to just the technology
- Connecting to entrepreneurs: Revenue-sharing opportunities

- 4,2 M€ promotion campaign
 - Startup Weekend events
 - Boot camps
 - Chambers of Commerce
 - 870 K€ in prizes
- 80 M€ of funding devoted to entrepreneurs in FI-PPP Phase 3

Thanks!



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