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## Stakeholder Engagement Reporting V1

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## TERMS AND ACRONYMS

FIRE	Future Internet Research and Experimentation
M2M	Machine-to-Machine
ETSI	European Telecommunications Standards Institute
W3C	World Wide Web Consortium
SME	Small and Medium-sized Enterprise
TICE	National Portuguese ICT Cluster

## EXECUTIVE SUMMARY

This document describes the Stakeholder engagement activities for the FIESTA-IoT project for the period M13 (February 2016) to M24 (January 2017).

The stakeholder engagement activities reported in this deliverable is firstly divided by Open Call. This was done, because by the time when this deliverable was due (M24 – January 2017) we had already completed the 1<sup>st</sup> Open Call, and the 2<sup>nd</sup> Open Call is still open and accepting proposals. This means that all Stakeholder engagement activities conducted for the 1<sup>st</sup> Open Call, are detailed here, however for the 2<sup>nd</sup> Open Call, some initial activities have been carried out, but more will be done throughout February 2017.

The Stakeholder Engagement activities carried out in this period are divided into the following categories:

- Open Call Workshops.
- Representation at relevant Events.
- Social Media Dissemination

We also provide the results of the questionnaire that was made available to the 3<sup>rd</sup> parties that made a proposal to the 1<sup>st</sup> Open Call, in order to understand their opinions about the easiness of use of the Moodle Platform used to gather the 1<sup>st</sup> Open Call proposals. Along with the positive results regarding the easiness of use of the Moodle Platform, users also provided recommendations to improve the Moodle Platform, these are being taken into consideration to improve the stakeholder engagement in the future FIESTA-IoT Open Calls.

Finally, it's also available in this report, a plan for the final year of the project (February 2017 to January 2018). This provides the Stakeholder engagement plans for the remaining time until the closure of the 2<sup>nd</sup> Open Call, as well as plans for the following 3<sup>rd</sup> and 4<sup>th</sup> Open Call.

# 1 INTRODUCTION

## 1.1 The Role of WP7 in FIESTA-IoT

The FIESTA-IoT project is creating a blueprint experimental infrastructure for the testing and evaluation of heterogeneous IoT technologies. For this purpose, FIESTA-IoT provides the tools, techniques, processes and best practices that will enable IoT testbed/platforms operators to interconnect their facilities in an interoperable way based upon cutting edge semantics-based solutions.

Work package 7 will ensure that FIESTA **engages** well with the community outside of the project to: i) increase public awareness of the FIESTA facility and its tools and services, ii) attract users (potential customers) to leverage the facility's offering, and iii) provide front-line support to the current users of FIESTA. This will be carried out in a **coordinated manner** such that a **consistent message** and **professional service** is maintained across the project activities.

Figure 1 highlights how the activities of WP7 crosscut the activities of the other project work packages. WP7 will also explore how the technical and research results of the project can be **exploited**; and most importantly how the FIESTA facility can be **sustained in the long-term** (i.e. beyond the conclusion of the project).

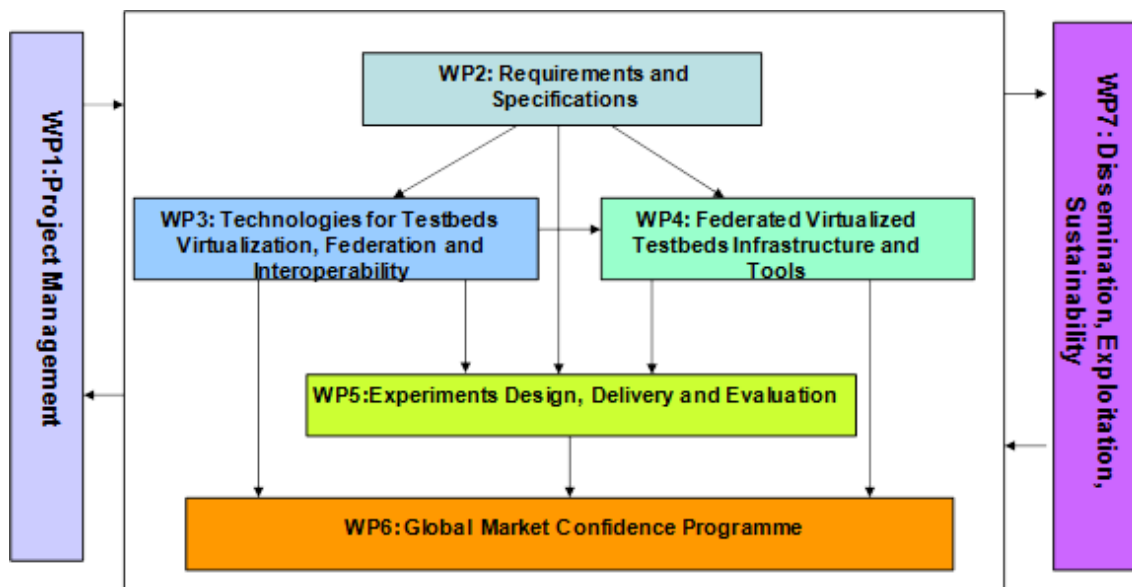


Figure 1: Relationships between the FIESTA-IoT project work packages.

Hence, the overall objectives of WP7 are:

- to create *significant awareness* of the project's offering, activities and exploitable results both within the Future Internet community and beyond, e.g., the general public, policy makers, and politicians;
- to create a *clear, simple, and attractive offering* for a key target stakeholder: SMEs, that is understandable in their terms;
- to *align with other initiatives* within the FIRE and wider Future Internet community through the participation at and organization of co-located workshops and events;
- to create and operate an ecosystem desk to act as a single point of first contact to support both experimental users and SMEs;

to *exploit* key results in order to create a sustainable experimental IoT facility.

## 1.2 Document outline

This document reports on the activities of Task 7.3 (T7.3) that were carried out from the middle of the first year to the end of the second year of the FIESTA-IoT project.

This task focuses on promoting the FIESTA-IoT offer to target stakeholders; that is it ensures that the stakeholders are aware how FIESTA-IoT can benefit them, such that they are attracted to make use of the FIESTA-IoT offering. This is carried out closely with the distribution and execution of Open Call material; this task also carries out evaluations of proposers and users (via questionnaires) to measure the effectiveness of the stakeholder engagement process.

This document details all the stakeholder engagement activities carried out for the 1<sup>st</sup> FIESTA-IoT Open Calls, which sought to engage third parties with significant interest in becoming either: i) a FIESTA-IoT experimenter, or ii) an extension of the FIESTA-IoT federation by integrating a new testbed. Also in this document we detail some of the engagement actions carried out for the 2<sup>nd</sup> FIESTA-IoT Open Call, however as the Open Call is still open, more engagement actions will be performed.

Also present in this document is both the questionnaire made to the 1<sup>st</sup> Open Call stakeholders, and the answers they provided regarding the FIESTA-IoT Open Call mechanism.

In the last chapter of the deliverable is provided a plan for the stakeholder engagement for the next period, containing the ones that are targeting extensions for the FIESTA-IoT federation (2nd Open Call), and the ones targeting both academic researchers and SMEs, to attract new innovative experiments to FIESTA-IoT platform (3rd and 4th Open Calls).



## 2 STAKEHOLDER ENGAGEMENT – 1<sup>ST</sup> OPEN CALL

In this section we identify all of the actions related to the engagement of stakeholders made by the FIESTA-IoT consortium, with the objective of creating awareness by third-parties of the FIESTA-IoT 1<sup>st</sup> Open Call. Those actions were either Workshops, representations at relevant events, or social media dissemination.

### 2.1 1<sup>st</sup> Open Call Workshops

This section presents the FIESTA-IoT Open Call Information Workshop that was carried out so far. The purpose of this workshop was to increase awareness of the 1<sup>st</sup> FIESTA-IoT Open Call by the local stakeholders in the regions of the consortium partners (and also other 3<sup>rd</sup> parties in the consortium partners' collaboration networks).

#### 2.1.1 Open Call Information Workshop

- **Organising Partner(s):** SODERCAN, SDR, UNICAN
- **Date/Period:** 23 September 2016
- **Place:** Santander, Spain.
- **Audience:** SMEs, Entrepreneurs
- **Description:**

Open Call information workshop to more than 20 attendants, mostly SMEs and entrepreneurs. More information can be consulted in the following link: <http://www.sodercan.es/taller-informativo-sobre-la-apertura-de-la-convocatoria-para-experimentos-y-testbeds-del-proyecto-fiesta-iot/>

The objective of this workshop was to reach new experimenters and testbeds to the FIESTA-IoT project. The theme of the project was addressed: "Research and experimentation of the internet of the future".

This workshop was divided in two parts. The first one was presented by D. Luis Sánchez, Professor at Cantabria's University, about the general experimentation's aspects of the FIESTA-IoT project and how to carry out the entire process for submission of external proposals. The second part was in charge by D. José Luis Maté Gómez, Deputy Head & CTO Cloud Convergence Business Unit at NEC EMEA, who presented the deepening integration of IoT platform in cities and some successful use cases.

## 2.2 Representation at Relevant Events

Table 1 presents a list of the relevant events that occurred in the last year in which the consortium partners represented the FIESTA-IoT project and disseminated material to attract stakeholders to engage with the Open Call process.

**Table 1 - Representation at Relevant Events**

Title	Partner(s)	Date/Period
GreenCities Brokerage event	SDR	4-5 October 2016
Presentation at Pole SCS info	COM4INNOV	5 October 2016
Printed flyers distributed in TECHDAYS 2016	UNPARALLEL	15-17 September 2016
Smart Cities Workshop Series	SDR	30 September 2016
Salon SIDO Lyon	INRIA, COM4INNOV, NUIG	6 & 7 April 2016

The detailed descriptions of these representations in relevant events can be found in the following subsections.

### 2.2.1 Greencities Brokerage event

- **Partner(s):** SDR
- **Date/Period:** 4-5 October 2016
- **Place:** Málaga, Spain.
- **Audience:** Companies and municipalities interested in smart cities and in the improvement of quality of life in cities.
- **Description:**

The GreenCities event is an annual encounter among professionals, institutions and companies' representatives in order to show their products to stakeholders of smart cities and other agents involved in the improvement of the citizen quality of life. It is held in the Exhibition and Congress Center in Málaga, Spain and in 2016 it was the 7<sup>th</sup> edition.

There were three main areas: the exhibition, the networking event and the 7<sup>th</sup> GreenCities congress. Also there were other related parallel activities.

Santander (SDR) attended to the networking (brokerage) event during the two day event. As a procedure, during the previous week, brokerage event participants were offered to describe their nature and interests. Then, a matching system was used to make the appointments. Santander's representative got more than 30 appointments distributed along those 2 days.

During the meetings, 2 main types of entities were encountered: public bodies and companies. During the conversation with the first ones (public bodies), the FIESTA-IoT project was explained and the possibility of participation in the open call was offered as a way to form part of the project by means of federation. With the second type, companies, the conversation was oriented to show the advantages and business opportunities related with FIESTA-IoT taking advantage that the majority of them were IT service providers for cities.

### 2.2.2 Presentation at Pole SCS info

- **Partner(s):** COM4INNOV
- **Date/Period:** 5 October 2016
- **Place:** Ecole des Mines – Gardanne, France
- **Audience:** Researchers, Companies in Communications and Security
- **Description:**  
The Pole SCS is animating workshops dedicated to IoT services for its members. This plenary assembly gathered more than 60 attendees, all people being decision makers in their respective companies. Com4Innov proposed a presentation of the testbed's services features including a description of the Open Call inviting all participants to find more details on the FIESTA-IOT website.

### 2.2.3 Printed flyers distributed in TECHDAYS

- **Partner(s):** UNPARALLEL
- **Date/Period:** 15-17 September 2016
- **Place:** Aveiro, Portugal
- **Audience:** Researchers, Industry
- **Description:**  
Distribution of printed flyers at the Portuguese national event TECHDAYS 2016. This event is one of the biggest national events related to technology. It brings together companies, entrepreneurs, creative minds and the general public on the same stage - the city of Aveiro - to discuss and experience the future.

### 2.2.4 Smart Cities Workshop Series

- **Partner(s):** SDR
- **Date/Period:** 30 September 2016
- **Place:** Madrid, Spain.
- **Audience:** Public Bodies, Companies.

- Description:**  
 Santander’s representative was invited to a meeting related with the VITAL-IoT project in Madrid. The main aim of this meeting was to show and discuss in a workshop the abovementioned project and a total of 12 representatives from public bodies and private companies attended.  
 As part of the discussion, a description of the FIESTA-IoT project was given and also the participation in the open calls was encouraged. As a matter of interest an insight was performed between both projects and the synergies that could be found in their implementation in public bodies and the business opportunities for companies.

### 2.2.5 Booth at SIDO Lyon

- Partner(s):** INRIA, COM4INNOV, NUIG
- Date/Period:** 6, 7 April 2016
- Place:** Lyon, France
- Audience:** Public Bodies, Companies, European Commission
- Description:**  
 International salon IoT. Booth at the IERC on IoT EU projects. The three partner teams have represented FIESTA-IoT during 2 days giving demonstrations and information about the FIESTA-IoT open calls.

## 2.3 Social Media Dissemination

In Table 2 there is presented a list with all dissemination activities in social media about FIESTA-IoT 1<sup>st</sup> Open call.

**Table 2 – Social Media Dissemination**

Title	Partner(s)	Date/Period
FIESTA-IoT Web Page	ITINNOV	29 August 2016
FIESTA-IoT Open Call subscribers mailing list	ITINNOV	7 September 2016
FIESTA-IoT Twitter	ITINNOV	13 September 2016
TICE.pt mailing list	UNPARALLEL	15 September 2016
Com4Innov Newsletter	COM4INNOV	27 September 2016
IERC Newsletter	UNPARALLEL	28 September 2016
FIRE ICT web page	All	September 2016
FIRE LinkedIn group	All	September 2016

FIRE Twitter	All	September 2016
Pole SCS Twitter	COM4INNOV	September 2016
Pole SCS newsletter mailing list	COM4INNOV	September 2016
Pole SCS web page advertisement	COM4INNOV	September 2016
Booster PACA mailing	COM4INNOV	September 2016
Request to connect with Copernicus	COM4INNOV	September 2016
Safe Cluster	COM4INNOV	September 2016
E-mails distributed to IoT researchers	UNICAN	September 2016
Open Call dissemination	SODERCAN, SDR	September 2016
Dissemination through the Enterprise Europe Network	SODERCAN	September 2016
FIESTA-IoT Training Platform	UNPARALLEL	September 2016

In the following subsections, each of the Social Media dissemination activities are detailed:

### 2.3.1 FIESTA Web Page

- **Partner(s):** ITINNOV
- **Date/Period:** 29 August 2016
- **Audience:** Available online
- **Description:** Information about the 1<sup>st</sup> Open Call was made available in the FIESTA-IoT Web page. During the period of advertisement from 1<sup>st</sup> September 2016 until the October 25<sup>th</sup> 2016 (the duration of the 1<sup>st</sup> Open Call)—the open call web page was visited ~2500 times, accounting for 25% of the FIESTA-IoT web site page views in this period.

### 2.3.2 FIESTA-IoT Open Call subscribers mailing list

- **Partner(s):** ITINNOV
- **Date/Period:** 7 September 2016
- **Audience:** Subscribers of the mailing list. Approximately 100 subscribers.
- **Description:** The subscribers of the FIESTA-IoT Open Calls mailing list received information related to the 1<sup>st</sup> Open Call. The web page provided a form to subscribe to receive notifications about the open call in advance of the advertisement period.

### 2.3.3 FIESTA-IoT Twitter

- **Partner(s):** ITINNOV
- **Date/Period:** 13 September 2016
- **Audience:** 515 Followers of FIESTA-IoT Twitter account
- **Description:** Information regarding the 1<sup>st</sup> Open Call was posted in the FIESTA-IoT Twitter account.

### 2.3.4 TICE.pt mailing list

- **Partner(s):** UNPARALLEL
- **Date/Period:** 15 September 2016
- **Audience:** Subscribers of the TICE mailing list
- **Description:** The subscribers of the TICE mailing list received information related to the 1<sup>st</sup> Open Call

### 2.3.5 Com4Innov Newsletter

- **Partner(s):** COM4INNOV
- **Date/Period:** 27 September 2016
- **Audience:** 568 contacts listed
- **Description:** The subscribers of the Com4Innov newsletter received information related to the 1<sup>st</sup> Open Call

### 2.3.6 IERC Newsletter

- **Partner(s):** UNPARALLEL
- **Date/Period:** 28 September 2016
- **Audience:** Subscribers of the IERC newsletter
- **Description:** The subscribers of the IERC newsletter received information related to the 1<sup>st</sup> Open Call

### 2.3.7 FIRE ICT web page

- **Partner(s):** All
- **Date/Period:** September 2016
- **Audience:** Available online
- **Description:** Information about the 1<sup>st</sup> Open Call was made available in the FIRE ICT Web page

### 2.3.8 FIRE LinkedIn group

- **Partner(s):** All
- **Date/Period:** September 2016
- **Audience:** Subscribers of the FIRE LinkedIn account.
- **Description:** The subscribers of the FIRE LinkedIn account received information about to the 1<sup>st</sup> Open Call

### 2.3.9 FIRE Twitter

- **Partner(s):** All
- **Date/Period:** September 2016
- **Audience:** 1179 Followers of FIRE ICT Twitter account
- **Description:** Information about the 1<sup>st</sup> Open Call was made available in the FIRE ICT Twitter account

### 2.3.10 Pole SCS Twitter

- **Partner(s):** COM4INNOV
- **Date/Period:** September 2016
- **Audience:** 1962 followers
- **Description:** The subscribers of the Pole SCS Twitter account received information about to the 1<sup>st</sup> Open Call

### 2.3.11 Pole SCS newsletter mailing list

- **Partner(s):** COM4INNOV
- **Date/Period:** September 2016
- **Audience:** 1980 contacts
- **Description:** The subscribers of the Pole SCS newsletter mailing list received information related to the 1<sup>st</sup> Open Call

### 2.3.12 Pole SCS web page advertisement

- **Partner(s):** COM4INNOV
- **Date/Period:** September 2016
- **Audience:** Available online
- **Description:** Information about the 1<sup>st</sup> Open Call was made available in the Pole SCS Web page

### 2.3.13 Booster PACA mailing

- **Partner(s):** COM4INNOV
- **Date/Period:** September 2016
- **Audience:** 60 experts
- **Description:** The subscribers of the Booster PACA mailing list received information related to the 1<sup>st</sup> Open Call

### 2.3.14 Request to connect with Copernicus

- **Partner(s):** COM4INNOV
- **Date/Period:** September 2016
- **Audience:** 5 people
- **Description:**  
The Company ACRI-HE (acri-he.fr) is currently working on the analysis of the satellite data. They have an agreement to collect the image from Copernicus and to extract qualitative information. The meeting aimed to investigate if a Testbed would be possible using this kind of Copernicus' data.

### 2.3.15 Safe Cluster

- **Partner(s):** COM4INNOV
- **Date/Period:** September 2016
- **Audience:** Available online
- **Description:** Information about the 1<sup>st</sup> Open Call was made available in the Safe Cluster Web page

### 2.3.16 E-mails distributed to IoT researchers

- **Partner(s):** UNICAN
- **Date/Period:** September 2016
- **Audience:** Researchers from academia, Industry
- **Description:** Activity that reached more than 30 different entities. Mainly IoT researchers from academia and industry.

### 2.3.17 Open Call dissemination

- **Partner(s):** SODERCAN, SDR
- **Date/Period:** September 2016
- **Audience:** SMEs
- **Description:** Emails sent to previously selected 454 SMEs according to their potential capabilities.



### 2.3.18 Dissemination through the Enterprise Europe Networks

- **Partner(s):** SODERCAN
- **Date/Period:** September 2016
- **Audience:** 4129 followers
- **Description:** Activity that reached 2010 Twitter followers and 2119 LinkedIn followers.

### 2.3.19 FIESTA-IoT Training Platform

- **Partner(s):** UNPARALLEL
- **Date/Period:** September 2016
- **Audience:** Available online

## 3 STAKEHOLDER ENGAGEMENT – 2<sup>ST</sup> OPEN CALL

In this section are identified all the stakeholder engagements made by FIESTA-IoT consortium that are directly connected with the engagement of third-parties for the FIESTA-IoT 2<sup>nd</sup> Open Call. As the time of the writing of this document, the 2<sup>nd</sup> Open Call was still opened, meaning that more engagement activities can be made in the future, before the closing of this Open Call.

Another important aspect, that differentiate the 2<sup>nd</sup> Open Call from the 1<sup>st</sup> one, is that this 2<sup>nd</sup> one is only for Extensions, which means that the engagement activities need to be more focus on dissemination channels where we can find testbed owners.

### 3.1 Social Media Dissemination

The Table 3 it's have a list with the all of dissemination activities in social media about FIESTA-IoT project.

**Table 3 – Social Media Dissemination**

Title	Partner(s)	Date/Period
FIESTA-IoT Web Page	ITINNOV	January 2017
FIESTA-IoT Training Platform	UNPARALLEL	January 2017
FIRE ICT web page	UNICAN	January 2017
FIRE LinkedIn group	UNICAN	January 2017
FIRE Twitter	UNICAN	January 2017

In the following subsections, each of the Social Media dissemination activities are detailed:

### 3.1.1 FIESTA-IoT Web Page

- **Partner(s):** ITINNOV
- **Date/Period:** January 2017
- **Audience:** Available online
- **Description:** Information about the 2<sup>st</sup> Open Call was made available in the FIESTA-IoT Web page. During the period of advertisement approximately 1200 page views were made to the open call page, accounting for 16% of the FIESTA-IoT web site traffic.

### 3.1.2 FIESTA-IoT Training Platform

- **Partner(s):** UNPARALLEL
- **Date/Period:** January 2017
- **Audience:** Available online
- **Description:** Information about the 2<sup>st</sup> Open Call was made available in the FIESTA-IoT Training Platform

### 3.1.3 FIRE ICT web page

- **Partner(s):** UNICAN
- **Date/Period:** January 2017
- **Audience:** Available online
- **Description:** Information about the 2<sup>st</sup> Open Call was made available in the FIRE ICT Web page

### 3.1.4 FIRE LinkedIn group

- **Partner(s):** UNICAN
- **Date/Period:** January 2017
- **Audience:** Subscribers of the FIRE LinkedIn account
- **Description:** The subscribers of the FIRE LinkedIn account received information about to the 2<sup>st</sup> Open Call

### 3.1.5 FIRE Twitter

- **Partner(s):** UNICAN
- **Date/Period:** January 2017
- **Audience:** 1179 Followers of FIRE ICT Twitter account

**Description:** Information about the 2<sup>st</sup> Open Call was made available in the FIRE ICT Twitter account

## 4 FEEDBACK FROM 1<sup>ST</sup> OPEN CALL STAKEHOLDERS

In order to receive some feedback from the 1<sup>st</sup> Open Call Stakeholders, a questionnaire was developed and published in the FIESTA-IoT Training Platform with 6 fundamental questions, depicted in Figure 2.

The screenshot displays the 'FIESTA-IoT Open-Calls' interface. At the top, a breadcrumb trail reads: Dashboard > FIESTA-IoT Open-Calls > General > FIESTA-IoT Open Call 1 Satisfaction Survey > Questions > Edit questions. The left sidebar contains 'NAVIGATION' and 'ADMINISTRATION' sections. The main content area is titled 'FIESTA-IoT Open Call 1 Satisfaction Survey' and features tabs for Overview, Edit questions, Templates, Analysis, Show responses, and Show non-respondents. Below the tabs, there is an 'Add question' section with a dropdown menu. The survey consists of six questions:

- How would you rate the FIESTA-IoT Training Platform ? Was it easy to use ?\*
- Are there any comments or feedback you could provide us to improve the FIESTA-IoT Training Platform ?
- How would you rate the Scorecards ? Were they easy to use ?\*
- Are there any comments or feedback you could provide us to improve the Scorecards mechanism ?
- How would you rate the Submission mechanism ? Was it easy to use ?\*
- Are there any comments or feedback you could provide us to improve the Submission mechanism ?

Figure 2 - Open Call 1 Satisfaction Survey

This questionnaire was created so that the FIESTA-IoT consortium was able to gather important feedback from the actual users of the FIESTA-IoT Moodle platform. As this training platform is being developed to host:

- all of the training materials for stakeholders to follow to learn how to interact with FIESTA-IoT;
- as host of the Open Call materials, including documentation needed for the potential proposers;
- as the host of the scorecards required to be answered by each of the proposers, so that the FIESTA-IoT Consortium could understand a bit better each of the proposals;
- and, the submission mechanism, which allowed proposers to submit their proposals for the 1st FIESTA-IoT Open Call.
- 

This questionnaire has 2 different kinds of questions: a multiple question type, where the user has five different answers to choose from:

- Very difficult to use;
- Not so easy to use;
- It's OK;
- Fairly easy to use;
- Very easy to use.

And another kind, where users had a text box, where text could be added for comments or suggestions deemed relevant. Each of these text boxes come right after one of the multiple answer questions. This created 3 groups, one for each of the "categories" we needed feedback about:

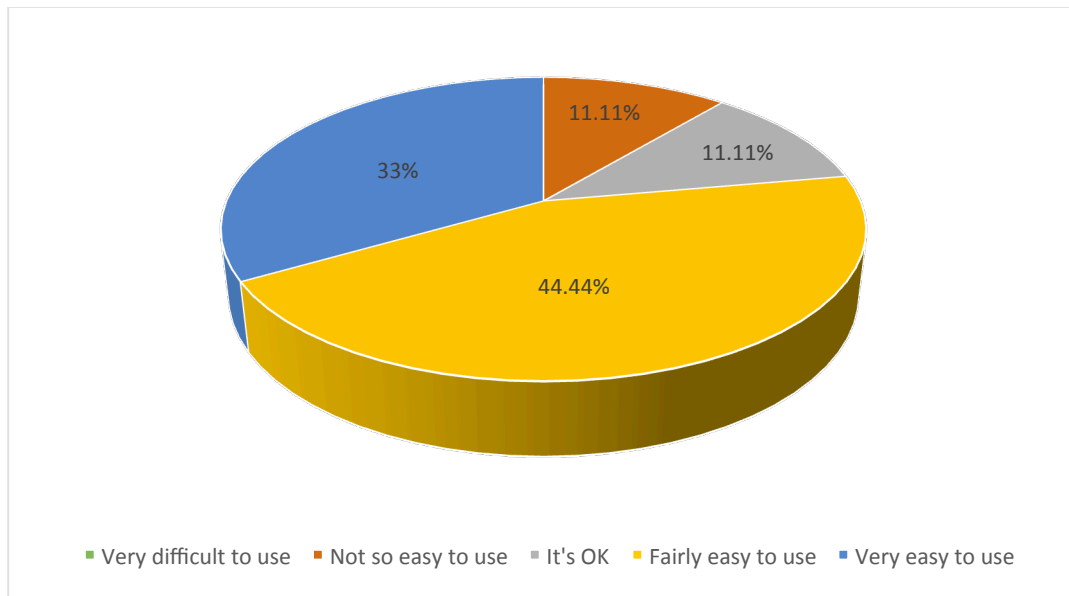
- Training Platform;
- Scorecards;
- Submission Mechanism;

And in each of the 3 groups we have a multiple answer question, where we receive an "Ease of use" answer, and a text box where comments or suggestions could be added or just a justification of the choice provided before.

The questionnaire was made available shortly after the end of the period to submit proposals to the 1<sup>st</sup> FIESTA-IoT Open Call. Until now, 35% of the submitters of proposals answered the questionnaire providing us with an idea of how easy it was to use the training platform itself, the scorecards and the submission mechanism itself.

In the following sections the results collected from this questionnaire are depicted.

#### 4.1 How would you rate the FIESTA-IoT Training Platform? Was it easy to use?



**Figure 3 - Results of the 1<sup>st</sup> question of the Satisfaction Survey**

This 1<sup>st</sup> question, related to easiness of use of the training platform itself, received very positive results, with more than 77% of the answers being “Very easy to use” (33%) or “Fairly easy to use” (44%). For the “It’s OK”, we had less than 12%. The same number of users voted the option “Not so easy to use” and none voted for the “Very difficult to use” option.

We believe that these results also benefit from the fact that Moodle is widely used in Universities and Schools, to provide materials to students, which means that lots of people were already familiarized with the Moodle Platform. However, people that were not familiarized with Moodle, may be expecting a different kind of Platform being used for the FIESTA-IoT Open Call support.

#### 4.2 Are there any comments or feedback you could provide us to improve the FIESTA-IoT Training platform?

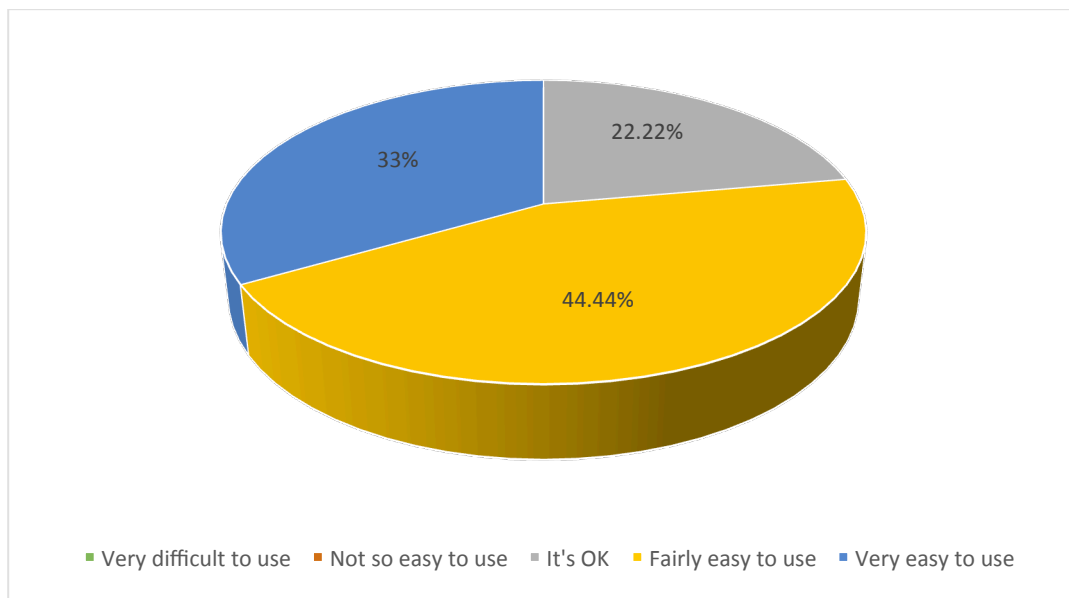
This question’s objective was to collect feedback from the FIESTA-IoT Training platform users regarding usability. We wanted some comments that could improve the easiness of use of the FIESTA-IoT Training Platform. As a majority of the results of the previous question were very positive, we didn’t receive many comments, however we still receive the following:

- You could provide demos. Either videos or "live demos" through Web access which allow to try some functions.
- Some major actions like the submission of the proposal should be more easy, with a direct link to it.

- More information on the platform like example could improve the platform.

These previous comments, pointed that we need to maybe provide some examples on how to use the FIESTA-IoT training platform, including demo videos where the user can see someone use Moodle before having to start using it.

### 4.3 How would you rate the Scorecards? Were they easy to use?



**Figure 4 - Results of the 3<sup>rd</sup> question of the Satisfaction Survey**

This 3<sup>rd</sup> question, is related to the scorecards that were created so that the proposers could answer some questions from the FIESTA-IoT consortium so that both the consortium and the proposers (via automatic feedback given the provided replies) have a better understanding of how compatible are the proposals and FIESTA-IoT Platform. This question received even better results than the 1<sup>st</sup> one. The first remark is that there were no negative answers to this question, and (as in the 1<sup>st</sup> question) more than 77% of the answers were “Very easy to use” (33%) or “Fairly easy to use” (44%). The “It’s OK”, completed the answers with a bit more than 22%.

The fact that we had these good results regarding the scorecards, means that the FIESTA-IoT consortium prepared quite well the questions to be asked to the proposers and also the automatic feedback that they needed to add to the FIESTA-IoT Open Call proposal template. Also important was the fact that the consortium prepared a document with instructions on how to use the scorecards in the FIESTA-IoT Training Platform, and also on how to add the automatic feedback to the proposal template.

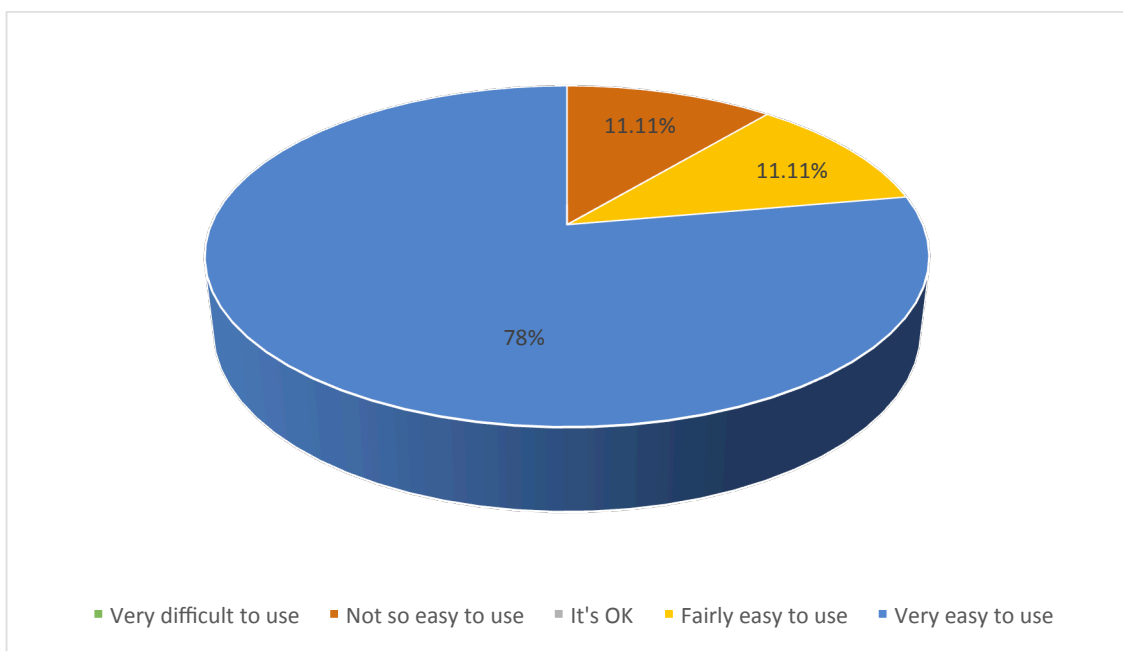
#### 4.4 Are there any comments or feedback you could provide us to improve the scorecards mechanism?

This question's objective was to collect feedback from the scorecards mechanism usability. We wanted some comments that could improve the easiness of use of the scorecards in the FIESTA-IoT Training platform. Most of the comments received from the users, were not related with the scorecard mechanism per se, but with its benefits, or related to some of the questions within the scorecards:

- I didn't quite see any benefit using them. I am not convinced they can aid in something, at least from the perspective of potential participant.
- The usage of some technologies in the FIESTA-IoT context may be defined for some questions in more detail. It is not always clear how the specific integration of the technology should look like.
- The Scorecards are not easy to use. It would be much better if there was a specific questionnaire in the template.
- A short paragraph to develop the reason of the question is interesting.

These previous comments, pointed that we need to continue working on the questions asked for the scorecard. We should also enable users to justify their answers, however this presents the problem of the automatic feedback, as this obligates the use of pre-defined options as possible answers.

#### 4.5 How would you rate the submission mechanism? Was it easy to use?



**Figure 5 - Results of the 5<sup>th</sup> question of the Satisfaction Survey**

This 5<sup>th</sup> question, is related to the submission mechanism per se. This question's objective was to try and understand the easiness of use of the actual FIESTA-IoT 1<sup>st</sup> Open Call submission mechanism. As it can be seen in the graph presented in Figure 5, it received extremely positive results, with 78% of the answers being "Very easy to use". A bit more of 11% of the users considered the submission mechanism to be "Fairly easy to use", and the last 11% answering "Not so easy to use".

The very good results obtained in this 5<sup>th</sup> question of the questionnaire, mean that the submission mechanism was understood by most of the users, as it was created in a very simple manner, as the user only needed to upload the pdf file with the proposal, accept the FIESTA-IoT consortium terms & conditions and click the finish submission button. After the submission of each of the proposals, the user would receive an email with a confirmation receipt. Of course, we had users that forgot to click on the finish submission button, not concluding the submission of the proposal. These situations were of course handled afterwards, resulting in properly submitted proposals.

#### **4.6 Are there any comments or feedback you could provide us to improve the submission mechanism?**

The objective of question number 6, was to collect feedback and/or opinions on how to improve the submission mechanism in terms of usability and easiness of use. As the answers to the previous question showed that the large majority of users found it easy to use, we didn't expect many comments, however we did receive some with positive statements from the users:

- Submission worked very well with Moodle. Suggest to keep it.
- It was efficient and easy to use.
- It would be much better if there was a specific process with direct links that guide how to upload the proposal. Also a very important thing is that the system sends confirmations of correct reception as well a number of submission.
- The date of the feedback of process selection is missing.

These previous comments, showed that the submission mechanism for the 1<sup>st</sup> FIESTA-IoT Open Call did work quite well and was appreciated by the users. The last comment presented before, was due to the fact that at the time of the 1<sup>st</sup> Open Call we did not published an exact date related to when the results would be public, so that proposers could now if their proposals were successful or not.



## 5 STAKEHOLDER ENGAGEMENT PLAN

This chapter provides the Stakeholder Engagement plan that will be carried out for the future FIESTA-IoT Open Calls. This will include activities planned for the 2<sup>nd</sup>, 3<sup>rd</sup> and 4<sup>th</sup> FIESTA-IoT Open Call.

As described before, the 2<sup>nd</sup> Open Call is still open and it's only available for proposals related to extensions of FIESTA-IoT. So, the future engagement activities will target only testbed providers.

For the 3<sup>rd</sup> and 4<sup>th</sup> Open Calls, FIESTA-IoT will only allow proposals related to experiments to be executed on top of the FIESTA-IoT available datasets. This means that the FIESTA-IoT consortium needs to tackle both SME and Academia & Research so to engage stakeholders coming from both areas, using Workshops, participating in events related to both Industry and Academia, and also using the social media.

The final year of the project, will also allow us to publish the results of the previously executed FIESTA-IoT Open Calls, and using those results to engage new stakeholders in different areas.

Another aspect that can be used to reach out and engage different communities is by exploring some synergies with other European funded projects that can be interested in cooperating and exploring the federation features of the FIESTA-IoT Platform.