



SECURIT
TOWARDS RESILIENT SMART CITIES & TERRITORIES

Ambassador Clusters of the SecurIT Project

Terms of Reference



Executive Summary

SecurIT (Horizon 2020, INNOSUP) vision is to create a new global competitive security industrial (& service) value chain thus contributing to structure this emerging sector in Europe by providing key and integrated services in all steps of solution maturity, addressing all technological, ethical, legal and societal challenges of the security industries & services as a whole. SecurIT will offer financial support to 126 SMEs involved in 63 collaborative projects.

Ambassador Clusters will be mobilized for supporting the SecurIT project developments. They will help the Consortium in raising awareness about the SecurIT project and to disseminate information on the collaborative projects' offer to stakeholders from all EU Member States (and Associated Countries) through their network. Ambassador clusters will also be mobilized to establish a mapping of the security solutions offers at the scale of the European Union, which will be summarized as part of the SecurIT project by consortium partners.

Main benefits of becoming an Ambassador Cluster:

- Get an early-access to information provided by the SecurIT Consortium (ahead of external organisations)
- Support your members to participate in the Open Calls of the SecurIT project and have a facilitated access to funding opportunities available
- Collaborate with the SecurIT project for potential joint events or similar activities





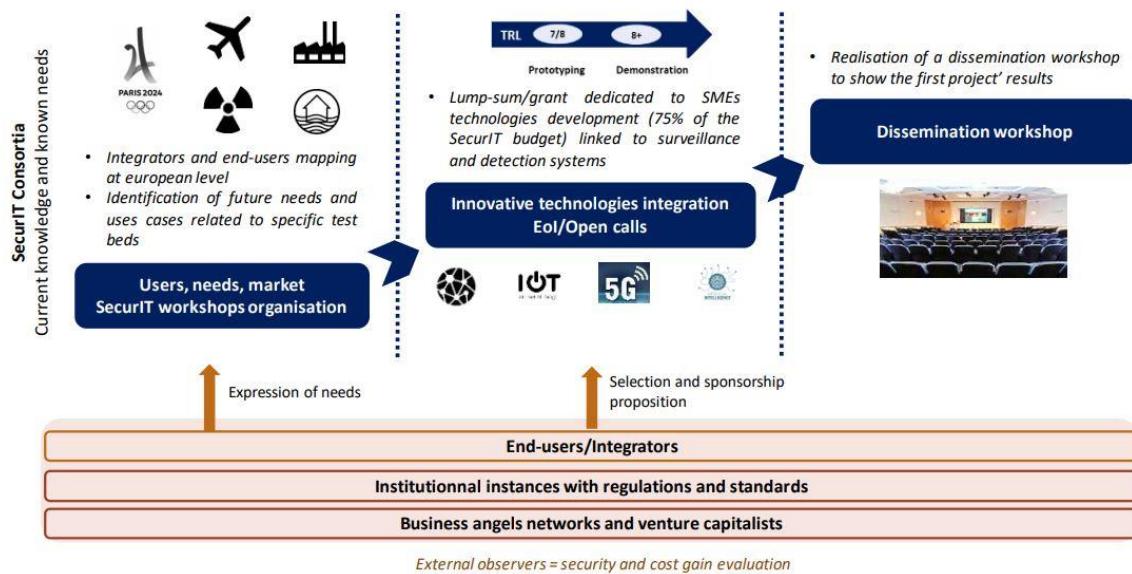
SecurIT Overview

Concept

The security sector is considerably evolving, by adapting the offer to the risk and threats and by permanently aggregating emerging innovations. The digital is disrupting this industry, by adding new capacities and new threats. The security sector is very fragmented.

SecurIT (New industrial value chain for Safe, sECure and Resilient cities and Territories, 2021-2024) aims to create a new global competitive security industrial (product & service) value chain by supporting a better integration of innovative security systems, with a cross-sectoral and European approach, to support the time to market optimization, the integration of privacy and security by design at all steps of maturity, with a cross-border collaboration between SMEs and other RDI actors.

This vision is supported by a 4 step-approach:



#1: Analysis of the demand-side, mobilizing integrators and end-users to structure their needs, identify common gaps, and engage potential demonstrators including major actors as large industry, cities, critical infrastructures operators that will join SecurIT as user group, experiment hosting or supportive partners.

#2&3: Involving supply sides (SMEs), aiming to get 300 Expressions of Interest to participate in SecurIT and attracting +1000 SMEs to get part through outreach actions.

#4: Select and support 63 innovation projects involving 126 SMEs with over 3,5M€ of financial support through 2 instruments from TRL5 to TRL9 (Prototyping and Demonstration/Pilot), selected through a process involving highly-qualified experts.



Consortium

The project consortium is composed of 8 partners from 6 countries among which 7 clusters:

3 security market oriented clusters:

- ❖ [Safe Cluster](#) (France) – *coordinator of the project*
- ❖ [CenSec](#) (Denmark)
- ❖ [Hague Security Delta \(HSD\)](#) (Netherlands)

4 Deep Techs oriented clusters:

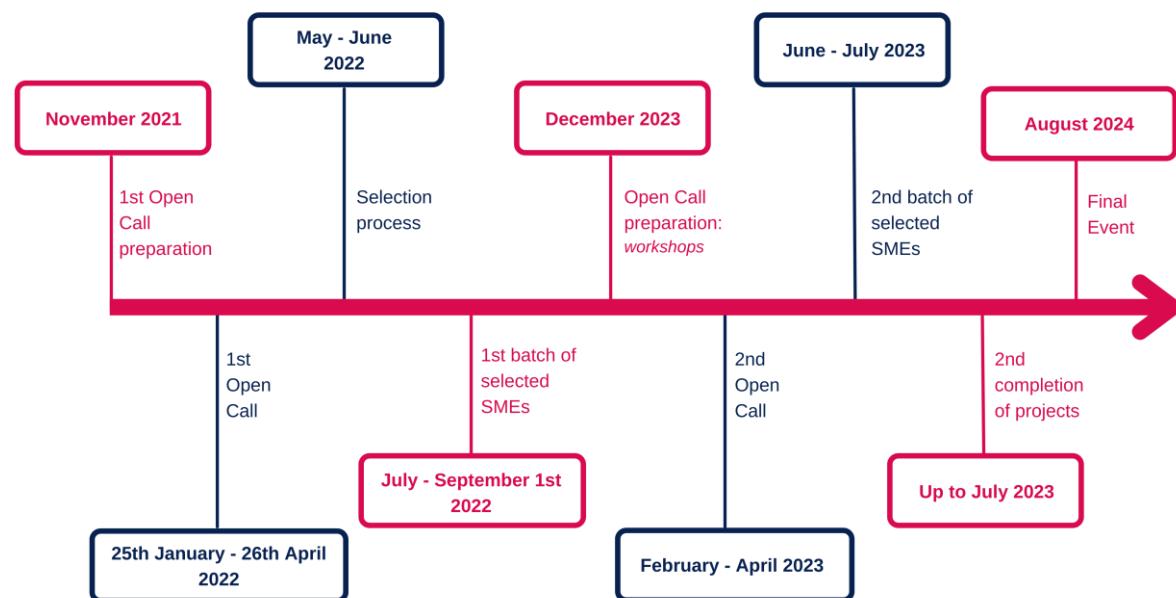
- ❖ [LSEC](#) (Belgium)
- ❖ [L3CE](#) (Lithuania)
- ❖ [Pôle SCS](#) (France)
- ❖ [Systematic Paris-Région](#) (France)

These clusters represent globally 11,4% of the EU security turnover.

And 1 SME, [FundingBox](#), Poland, European leader in supporting innovator's funding

Duration

Timeline of the involvement of Ambassador clusters in the SecurIT project:





Ambassador clusters in SecurIT

Concept

SecurIT will organise **2 Open Calls** (January – April 2022 ; February – May 2023) for all SMEs located in countries eligible for Horizon 2020 funding. The first aim of the ambassador clusters will be to extend the coverage into other countries not being currently covered by the initial consortium.

Ambassador clusters will receive project communications on a privileged basis (dedicated emails, direct contacts) which will allow them to strongly promote support schemes among their SME members. Through this process, we will ensure that SME beneficiaries come from a variety of regions and facilitate cross-fertilisation, as well as knowledge exchange, both on cluster and SME levels. As SecurIT aims at funding collaborative projects favouring transnational collaboration, *ambassador clusters* will have a **key role** in the **identification of SMEs to establish consortia**. *Ambassador clusters* will also be value-point to weave **exchange of knowledge** with other European networks and initiatives.

Ambassador clusters will be invited to promote use-cases from SMEs in their ecosystem in order to contribute to the realisation of a **mapping of security solutions** at EU scale. The analysis will focus on the mapping of the security solutions offer (competencies/expertise) across Europe, with a focus on the Deep Tech clusters (consortium partners and “Ambassador” clusters in other EU regions), to identify potential matching with the needs and applications.

Benefits for the SecurIT consortium:	Benefits for the Ambassador clusters:
<ul style="list-style-type: none"> ⇒ To contribute in raising awareness about the SecurIT project at a wide scale. ⇒ To disseminate information on the projects' offer to stakeholders from all EU Member States (and Associated Countries) through the network of ambassador clusters. ⇒ To improve the quality of the mapping of security solutions offers at the scale of the EU by gathering use-cases outside of the consortium partners ⇒ To receive a higher number of proposals during the Open Calls and increase the quality of potential projects, while relying on trusted associate partners. ⇒ To improve the European coverage of the EU-funded project and play a key role in the cross-border use and objective of the EU funds; 	<ul style="list-style-type: none"> ⇒ You get early-access to information provided by the SecurIT Consortium (Receive project communications on a privileged basis, dedicated e-mailings, direct contacts...); ⇒ You get a privileged and easy/facilitated access to funding opportunities for your SMEs and members; ⇒ You get access to matchmaking events; ⇒ You receive support in partner search for project; ⇒ You benefit from direct connection with the SecurIT project for joint events, and common communication (ex: newsletter portrait); Cross-communication with relevant initiatives (involvement of European projects, funding opportunities, ...).



Benefits for both the SecurIT consortium and the ambassador clusters/win-win situation:

- ⇒ To strengthen links between European clusters and entities
- ⇒ **To promote cross border cooperation within the EU, European values and improve European collaborative work**
- ⇒ To reach out a good geographical coverage of European SMEs and permit a fair and equal access to funding opportunities within the EU
- ⇒ To ensure a homogenous access to funding to all part and regions of the EU.

Involvement

The ambassador clusters will be involved in the SecurIT project in two key actions and important milestones/steps of the project.

1. Mapping of security solutions offers.

The analysis will focus on the mapping of the security solutions offer (competencies/expertise) across Europe, with a focus on the Deep tech clusters to identify **potential matching with the needs and applications**.

2. Outreach to address SME members.

Collaboration for joint events or similar as far as suitable. Linking within the group of ambassador clusters for exchange among members (experience and good-practice sharing, etc.).

Channels: specific emailing, social media, potential for dedicated web sections if suitable, direct exchange. Privileged invitation to SecurIT events / activity.

- Main target: SMEs and other RDI stakeholders with little securitization.
- Secondary target: ambassador clusters and their regional environment to ensure a transfer of knowledge, policy stakeholders.

Internal Communication

The *ambassador clusters* will have the opportunity to directly contact SecurIT project partners by email to submit their questions and specified exchange of information. A webinar can be organised at the beginning of the Open Calls to present the objectives and identify the type of projects and/or SMEs targeted. A summarized calendar of the main steps of the SecurIT projects will be communicated.

There is no plan to organise physical meetings with the *ambassador clusters* in the SecurIT project.

Expression of Interest

An Ambassador Cluster can join at any time, during the lifetime of the project. It is free of charge. To become an Ambassador Cluster, you simply fill in an **application form** and send it back to your primary contact

Selection criteria are:

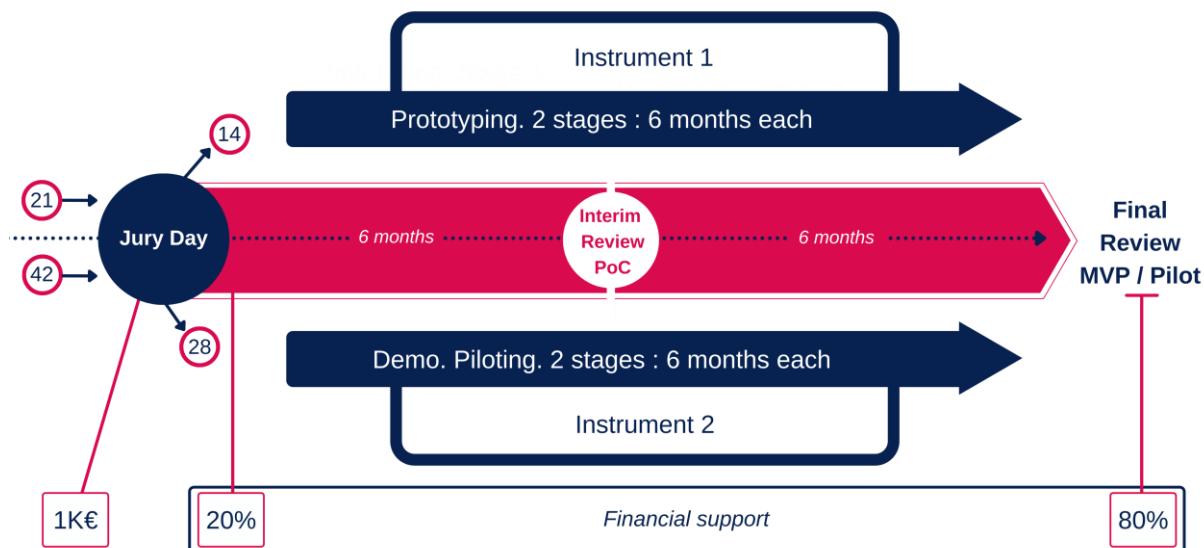




- Added value for the project's dissemination, communication and outreach activities.
- Involvement in Innosup or other European projects offering FSTP.
- Clusters in countries which are not represented through the Consortium Partners will be prioritized.

Basic information – SecurIT Collaborative Projects

SecurIT organises 2 Open Calls (January – April 2022 ; February – May 2023) for all SMEs located in countries eligible for in Horizon 2020 funding. Both Open Calls will culminate in 2 acceleration programmes detailed in the following figure:



Key info, facts & figures

SecurIT will implement an ambitious programme based on **2 main instruments (Prototyping and Demonstration/Piloting)** to reach its general objective, based on a funnel approach, where 63 projects involving 126 SMEs will be selected. Then, after a Jury Day, 42 projects (84 SMEs) will enter the programme.

Timeline:

- ⇒ The 1st Open Call will be open from January 25th to April 26th 2022
- ⇒ The 2nd Open Call will be open from February to May 2023 (precise dates to be confirmed)

Funding and type of activities covered:



SecurIT Open Calls	
Type of beneficiaries	SMEs, in both security and cybersecurity domains
Beneficiaries	Consortium of 2 European SMEs (H2020 eligible)
Main Support	<ul style="list-style-type: none"> • €1K mini-grant for “Jury Day” participation • Up to €74k grant per project for Prototyping (including mini-grant) • Up to €88K grant per project for Demo / pilot (including mini-grant)
TRL	Target 7/8 Prototyping; +8 Demo/Piloting

Evaluation:

The proposals submission and selection procedure will be done through the ‘FundingBox Platform’, a web-based system which allows FBA to manage the whole Open Call cycle according to EC standards and in an efficient and rapid way that is transparent, free of conflicts of interest, confidential and non-discriminatory, in order to ensure equal treatment of all participants.

Ambassador clusters status details

Legal status & resources

The status of the Ambassador Clusters is not legally binding. These are not consortium partners.

There is no contractual obligation attached to the status of Ambassador Cluster, but the objective is to mutually benefit from a win-win collaboration.

Ambassador Clusters will not receive funding. Moreover, the travelling costs of Ambassador Clusters to SecurIT events will be at the expense of the Ambassador Clusters.

Confidentiality issues

The Ambassador Clusters will only receive non-confidential information, so that they can act as a multiplier of reached stakeholders without risking infringement of confidentiality.

Reporting requirement

Ambassador Clusters will be asked to provide – light – reports on their dissemination activities to the SecurIT consortium partners to enable a follow up. This reporting will be included in the dissemination and communication activities report as part of SecurIT project.





Access right

The Ambassador Clusters will not be granted any access rights to the project results, since they are neither a Partner of the Consortium nor an Affiliated Entity of the Consortium.

Contact point for the *ambassador clusters*

Your primary contact is:

Romain Turminel – European projects manager: romain.turminel@systematic-paris-region.org but you can also get in touch with any of the SecurIT team partner

