

Meeting between FIWARE core industry group and Roberto VIOLA at EC on 20 January, 2016

I. Scene setter

- [REDACTED] out of scope
- ATOS: [REDACTED] personal data
- [REDACTED] out of scope
- [REDACTED]

For DG CONNECT services:

- Mario Campolargo, [REDACTED] (note taker) personal data

Estimated duration: 1 hour + 1 hour

Agenda:

- 1 hour with Roberto VIOLA to focus on the foundation, the announcement and DEI & Could Initiative
- 1 hour to follow-up on the commitments and operational aspects (chaired by Mario Campolargo)

Objective/Outcome:

- Industry commits to bring FIWARE to the market
- Industry will make FIWARE sustainable (establishing the FIWARE foundation)
- Confirmation there is support from the Commission

Their Position

- FIWARE Industry Group is committed to a long-term evolution of FIWARE platform as a cornerstone enabler for DEI. The background paper shared by ATOS high-lights the increasing relevance of FIWARE, and of open service platforms in general, to the future data economy and notably the further digitisation of any economic activity in Europe, i.e. production and services.
- The core industry group will make a request for a follow-up funding in the order of the current PPP funding (Euro 300 million).
- The core industry group will ask the Commission to help in market entry, notably for the public sector business (procurement). FIWARE cannot be referred to in calls for tender, what can the EC do?
- The core industry group will raise the point on FIWARE standardisation, explain ongoing work with ETSI and ask for more support on standardisation.
- General agreement to create the FIWARE foundation, but following points still need agreement:
 1. Precise scope of the foundation.

2. Suitable timing for the setup and announcement. European industry tend to be cautious actors, bold moves are not exactly their every-day strategy.
3. The financing of the foundation. Similar foundations, e.g. the Open Stack foundation, have an annual budget of Euro 5 million + 18 delegated employees.

Our Position

1. The FIWARE foundation needs to be established in the next few weeks and then announced at the Mobile World Congress 2016 by the Commission and by industry in a concerted action.
2. The Commission will continue supporting FIWARE financially during 2017-18 with an overall financial envelope € 15 million, including direct financial support to foundation (€ 2-3 million).
3. The Commission will support you in anchoring FIWARE in the European industry policy narrative - highlighting FIWARE within its policy lines on:
 - Digitisation of European Industry (DEI) and
 - the emerging European Cloud Initiative (ECI). As I discussed with [REDACTED] in December the Commission sees the future of FIWARE within the bigger picture of the European Cloud adding a service layer to the cloud infrastructure. personal data

Further details on our position

- The establishment of the FIWARE foundation is imperative for credibility and sustainability in a world-wide market. Many key stakeholders are carefully watching. Time to do it is now.
- We believe the announcement of the foundation will be welcome by many, even those who believe that time is not yet fully ripe for open service platforms (like SAP or Microsoft). This would be a signal much beyond the FIWARE community, showing that European industry can cooperate across sectors and has the capacity/will to be present in a global ICT market.
- Our position on the industry concerns/requests above is:
 1. On the request for a budget of Euro 300 million, the Commission has foreseen for 2016/17:
 - 15 Meuro direct support + 139 MEuro on IoT + labelling 2.5 BEuro as 'FIWARE encouraged.
 - Through actions in the DEI and European Cloud Initiative, budget can be dedicated.
 - Some Member States fund FIWARE in their programme, e.g. Germany and Austria.
 2. On procurement: FIWARE cannot be requested, but a standard can. Therefore standardisation work on core components is vital. FIWARE is present in the Commission 2016 rolling standardisation work plan. If supported by industry, this can lead to an action plan.
 3. The scope of the foundation should be open. Yes, certain specific technical committees could be set-up to reflect interests of the founders. But this does not touch the legal establishment.
 4. The foundation's window of opportunity is narrow, and does not go beyond Easter 2016.
 - After Easter the FIWARE community and industry will draw the conclusion that FIWARE was just another project of the Commission, nice – but little impact on the market and industry.
 - There is a risk that if the FIWARE foundation not created quickly, others will fork FIWARE technology and create their own ecosystem. For instance a FIWARE related foundation has already been established by the Agrobusiness large scale pilot, i.e. the FISPACE foundation.

This clearly shows the interest and dynamics – to be captured in the broader picture of the FIWARE foundations.

5. Foundation financing: Yes a significant commitment from industry will be necessary to make the foundation operational (order of Euro 500.000 per founder + 2 people). The EC has foreseen a budget for FIWARE sustainability and evolution within the work programme 2016-17, of which we expect up to Euro 2-3 million for the FIWARE foundation (for a 2-3 year period). The Commission has made its preparation. If the foundation is not legally operational ready by the closure of the call on 12 April 2016, this budget provision cannot be used for the foundation.

II. Speaking points

Agenda item/subject

The 60 minutes meeting with Roberto Viola shall be divided as follows:

1. RV sets the scene: Why we are here, what is the expected outcome.
2. The leader of the core industry group leaders: Shares his views on how to move ahead.
3. Conversation/Negotiation to achieve the desired outcome.

The 60 minutes follow-up meeting chaired by Mario Campolargo shall define actions in more detail.

Speaking points

The following speaking notes may be used as scene setter:

- Welcome to this meeting which has been triggered by the conversation [REDACTED] and I had personal data on 4 December. At that meeting it became clear to me that FIWARE is ready to move to the next level: The market. Supported with market mechanism, including the FIWARE foundation.
- I asked for this meeting with you to discuss and decide with you today on how best to move ahead.
- FIWARE is important because it hits a trend in ICT business. Do not underestimate the interest FIWARE has raised across industry in Europe and beyond. Many eyes carefully watch the developments! You yourself have experienced that as you are in conversations with other companies, we as Commission are continuously surprised where we see FIWARE being referenced or mentioned.
- FIWARE is in line with the DSM objectives of ensuring portability, interoperability and openness of services across Europe. It can contribute notably to the DEI and ECI.
- The support of FIWARE cannot stop here. You have come such a long way, FIWARE is not a vision, it is product ready on the market and ready for scale-up. Not taking the logic next step is going many steps back and will be perceived as failure.
- I understand that for [REDACTED], ATOS and [REDACTED] this conversation – in particular as a out of scope group – is not everyday business and requires balancing and compromise. I understand that the FIWARE sustainability entails significant and longer-term commitments of financial nature - but this will be a powerful signal to the markets and fellow-industry actors.
- Since I am a space guy, for me the FIWARE foundation is like the launch pad from where to launch rockets into unknown space. The foundation will take FIWARE into the space age, meaning a completely different ball-game – and you can lead it if you want, or step back after a while as others will join and contribute.
- I do not come with empty hands to this meeting, but would like to end my introduction with repeating the aim: Establishing a FIWARE foundation now, announcing it at the MWC16.

We expect that after your introduction [REDACTED] will take the word.

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The speaking points for the conversation/negotiation are in the section "Our Position" above.

Author: [REDACTED]

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IV. Background

Curriculum vitae



