

BEYOND

Deliverable 1.4
BEYOND Virtual Platform Upgrade

31 July 2023



D1.2

BEYOND Virtual Platform

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Document Revision History

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V0.2	21 st	Internal review	Verica Poposka (ACC) Peter Torstensen (ACC)
V1.0	31 st July 2023	Final version of the deliverable	Lynda O’Mahony (FBR)

BEYOND PROJECT

BEYOND aims to achieve a more interconnected European business acceleration industry in between ‘modest’ or ‘moderate’ and ‘strong’ or ‘leading’ acceleration ecosystems in Europe, and therefore directly contribute to foster the rise of investment flows from net contributor regions (leaders) towards ‘modest’ and ‘moderate’ regions as net beneficiaries, which might provide one effective solution against the above referred undesired geographical gap.

BEYOND project will focus on:

Testing a Self-Sovereign Digital Identity scheme (funding passport) that start-ups get no matter what accelerator they join. Through the funding passport start-ups can document their journey and get access to additional funding;

Building a joint platform for the core acceleration enabling online acceleration and a joint framework for how start-ups are most efficiently developed;

Sharing specific offers from the different project participants and resources to increase the value for start-ups;

Developing an incentive structure where all partners benefit from providing high quality start-ups and develop their services;

Creating a cross-region marketplace for raising funding to start-ups so start-ups are not as dependent on the local investor landscape.

These 5 elements constitute the backbone of BEYOND’s Virtual Accelerator Marketplace (VAM) a trust framework to support joint business acceleration activities that will contribute in a sustainable manner to enhance a balanced interconnectedness of private investment flows and thus, contribute to dramatically improve quality and outreach of business acceleration services in developing innovation ecosystems. The VAM will be tested through 2 editions of a joint acceleration program co-designed by 5 business accelerators backed on their own VC Funds, representing moderate (BG, LT, PL) and leading regions (DK,

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ES), that will select and support 2 cohorts of 20 Startups that will receive access to mentoring and VC investors.



Abbreviations

EIC: European Innovation Council

EU: European Union

VAM: Virtual Accelerator Marketplace

VC: Venture Capital

DoA: Description of Action

KPI: Key Performance Indicator

ACC: Accelerace

FBA: FundingBox Accelerator

ISDI: ISDI

OVK: Overkill Ventures

XLR: XL Radar

FBR: FundingBox Research

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Executive Summary

The deliverable aims at describing the activities taking place in WP1 task 1.4 the 'Virtual platform setting up' alongside highlighting and visualising the required elements and features on the platform itself.

The deliverable is structured in several sections starting with describing the platform itself, being the digital framework that will host the joint program of activities foreseen in WP3 and WP4 presenting respectively the 'Proof of Concept' and 'Proof of Sustainability'. The deliverable then describes how the platform was used for the first cohort, what lessons were learned during this time and the new features which were developed as a result.

Finally, there is a section which describes how the platform will be used beyond the project and how the learnings will be used to grow the ecosystem.

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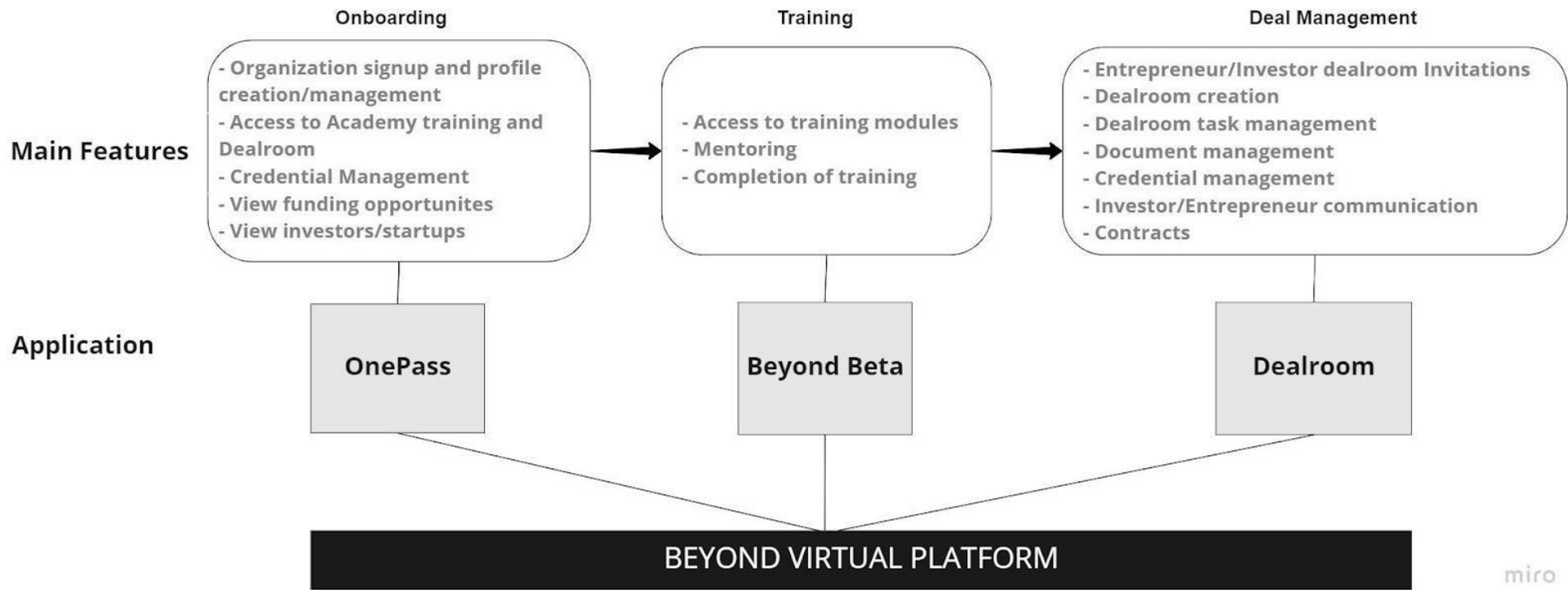
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1. Beyond Virtual Platform Modules

The Figure below shows the different modules of the BEYOND Virtual Platform and the main features of each



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2. Summary of VRM use for Cohort 1

As per figure 1 above, it was anticipated at the beginning of the project that the OnePass platform would be used for the onboarding of applicants and to manage the application and evaluation process and later for sharing startup information with potential investors. This was done slightly differently but with the same process. Invited startups signed up on the Accelerace developed platform filling out an application form with credentials and a description of the startup. All applications were shared with partners on the platform to create a collaborative selection process where partners were given access to score applicants on specific dimensions. Each startup was scored by a minimum of 3 internal evaluators on the platform. By using the platform for sign ups, joint evaluation and collaborative selection it was shown that it is possible to collaborate quite easily and fast across innovation regions, reaching a common understanding of the quality of startups. This means that the process of using OnePass was simulated in the first batch without using the actual technology behind OnePass. For the next cohorts OnePass will be used to create credentials of startups and then combined with the joint evaluation of startups.

The full training during the program was executed on the platform using the content of the platform and combining that with individual mentoring. The response from the startups participating has been quite positive on the combination of on-line training and mentoring. The on-line training seems to create several benefits - both to partners in the project and to startups. First of all the on-line training gives a full transparent program where startups can access materials and tools at any time and do internal collaboration using the material. Secondly, using the training platform gives each partner access to the same material startups have access to -thus creating a common understanding among partners on what to achieve with each startup. And thirdly it creates a common language between startups and mentors which makes the mentoring sessions more efficient and enables a better collaboration across innovation systems and different mentors. All start at the same level and at the understanding.

Meetings were set up with the final selected companies and relevant investors. This was done outside of the platform but still in on-line format and based on a common understanding of what is key to raising funding.

3. Lessons learned

While the platform will be very important for the scalability of the programme, making the user experience as easy as possible at the beginning was also important, especially while the consortium were learning the process and best practices for enabling cross-border investments. For this reason, the beyond beta platform was used for the cohort due to their

familiarity with it. In addition, the investor/startup introductions were done manually to ensure that the most appropriate investors were introduced to each of the startups.

In order to ensure scalability and interoperability between the platforms, it is important to enable easy Importing of data between platforms (OnePass and BeyondBeta). Lots of data will be collected in both platforms through the entire process, from the onboarding of startups, mentoring and acceleration programmes and this will all be finally merged in the OnePass platform in order to share with investors. The ability to import data from an Excel file to OnePass was implemented and part of the latest release of the software.

Sharing data with potential investors should be easy without requiring them to create a profile in order to view the data. Making it as easy as possible for investors to view the data they require to make a decision is important. A feature to create views of specific data fields of a startups profile and share this with investors was implemented as part of the latest release of the OnePass platform.

4. New features developed

Based on the learnings above, the following section lists the new features that were developed in the OnePass platform in order to make the process easier for future cohorts.

1. Importing of data

The feature to Import data was added to facilitate the transfer of data between platforms. Data captured for the startups in Beyondbeta can be imported into the OnePass dealroom in order to complete the due diligence process and engage investors. Therefore the startup does not need to enter this information again. This can be their application form and any data captured during their mentoring and training programmes. This information can then be made available to potential investors within the OnePass dealroom.

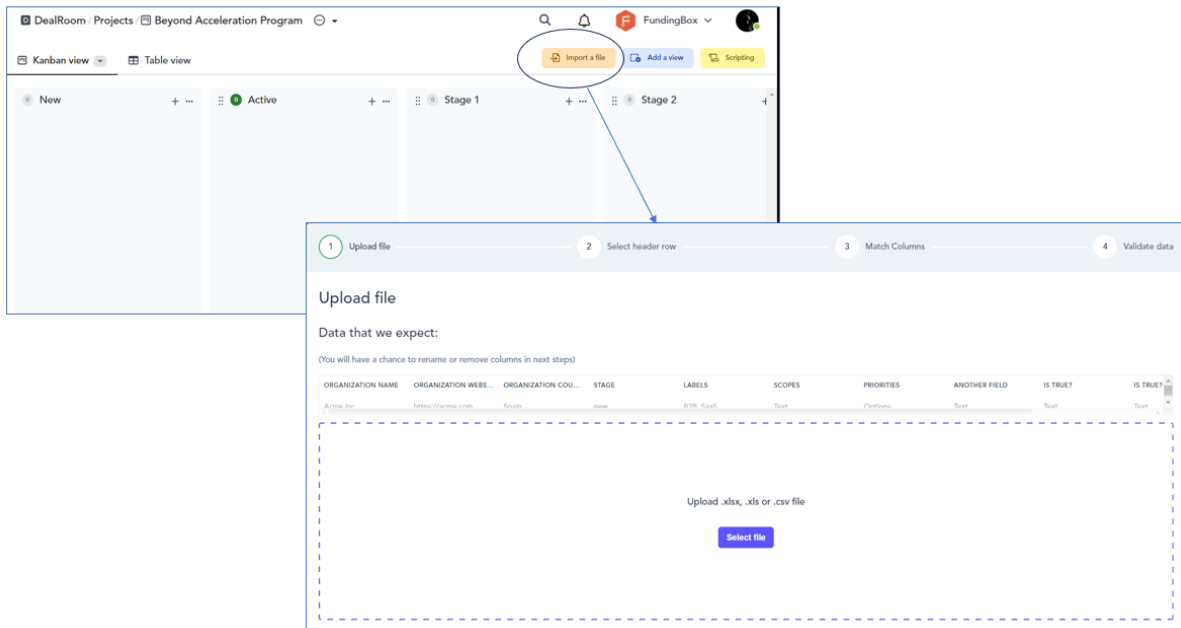


Figure 2 - Importing data into a dealroom.

2. Application views and easy access for external reviewers

A new feature has been added to the OnePass platform to make it easier to share application data with interested parties. This will allow startup profiles and applications to be shared with investors without requiring the investor to create their profile in OnePass.

The required fields can be selected and filtered based on a certain criteria, for example, country or stage, and then a shareable link can be created. This link will have an expiry date after which time it can no longer be accessed.

The user can either enter as a guest to view the data, simply by entering their email and password or they can create a OnePass profile and signin if they prefer. Once viewing the data, the investor has the option to comment on the individual company applications shared with them.

The screenshot displays the BEYOND platform interface for the 'Huawei Cloud Startup Program for Spain'. The main content is a table with columns for organization, user, submission date, and status. A configuration panel is open on the right, showing settings for the current view, including field visibility, sorting, and sharing options.

Submitted by (Organization)	Created by (User)	Submitted by (User)	Created at	Status
Artificial Intelligence Indestia SL	manuel.photolike	davidseoanefbox	12/04/2023	20/04/2023
Cinfo	cinfo	davidseoanefbox	24/04/2023	28/04/2023
Coinscrap Finance	juanjo.gomez	davidseoanefbox	19/04/2023	19/04/2023
Fitness Technologies.S.L.	jenny	davidseoanefbox	18/04/2023	20/04/2023
MoonBack by RoXperience S.L.	moonback	davidseoanefbox	11/04/2023	11/04/2023
Mouters	egarcia	davidseoanefbox	25/04/2023	25/04/2023
Process Talks	josep	davidseoanefbox	12/04/2023	12/04/2023
TVUP Streaming Media SL	francisco.saez	davidseoanefbox	13/04/2023	19/04/2023
Uktena Tech, S.L.	rwanderley	davidseoanefbox	20/04/2023	20/04/2023
Venped	plopez	davidseoanefbox	20/04/2023	21/04/2023

Showing 1 to 10 of 10 entries (filtered from 58 total entries)

Figure 3 - Creating a view of selected companies.

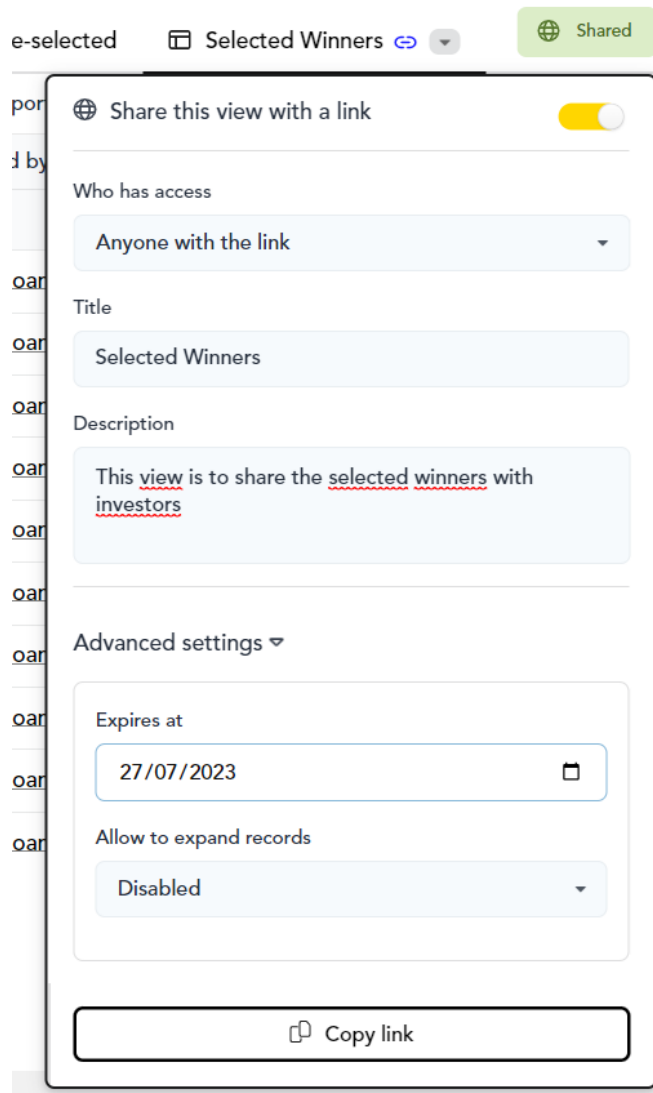
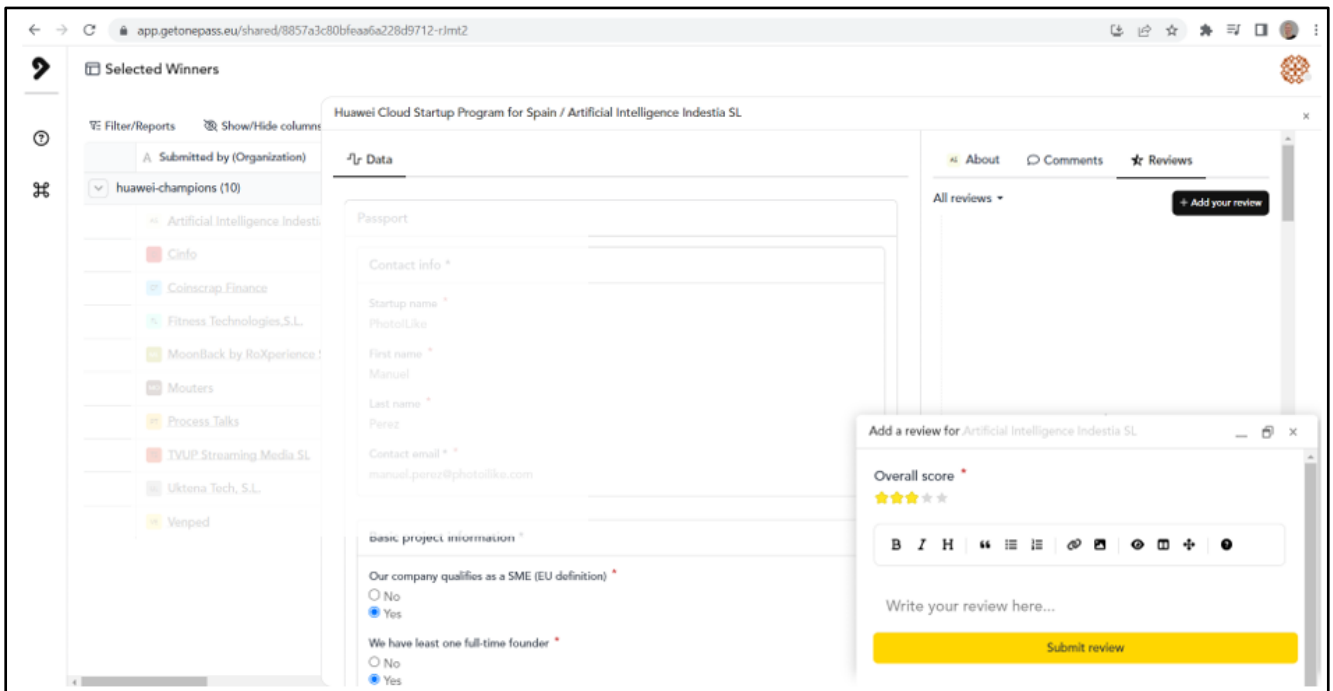


Figure 4 - Creating a shared link.



5. Plan for future cohorts

3. Onboarding and application process in OnePass

OnePass will be used to manage the open calls in the next cohorts. The programme will be open to anyone who wants to apply, not just the companies within the portfolios of the consortium partners.

All applicants will set up an organisation profile in OnePass, and apply by completing an application form.

4. Evaluation (OnePass or BeyondBeta)

The evaluation phase will either be completed in OnePass or in the BeyondBeta platform. The feature of importing data between platforms will easily facilitate this.

6. VRM use beyond the project

The **OnePass Project**, starting in September 2023, will apply the initial learnings from the Beyond project and will leverage the existing (and future) infrastructures provided by EBSI (European Blockchain Services Infrastructure). The Beyond project is focused on enabling cross-border investment within a private setting but the OnePass project will take this one step further to include public administrations and access to the European blockchain network. This will allow the further development of the SSI and verifiable components and include public administrations as trusted issuers. The verifiable credential schemas designed within the Beyond Project will be carried over as learnings to the OnePass project.

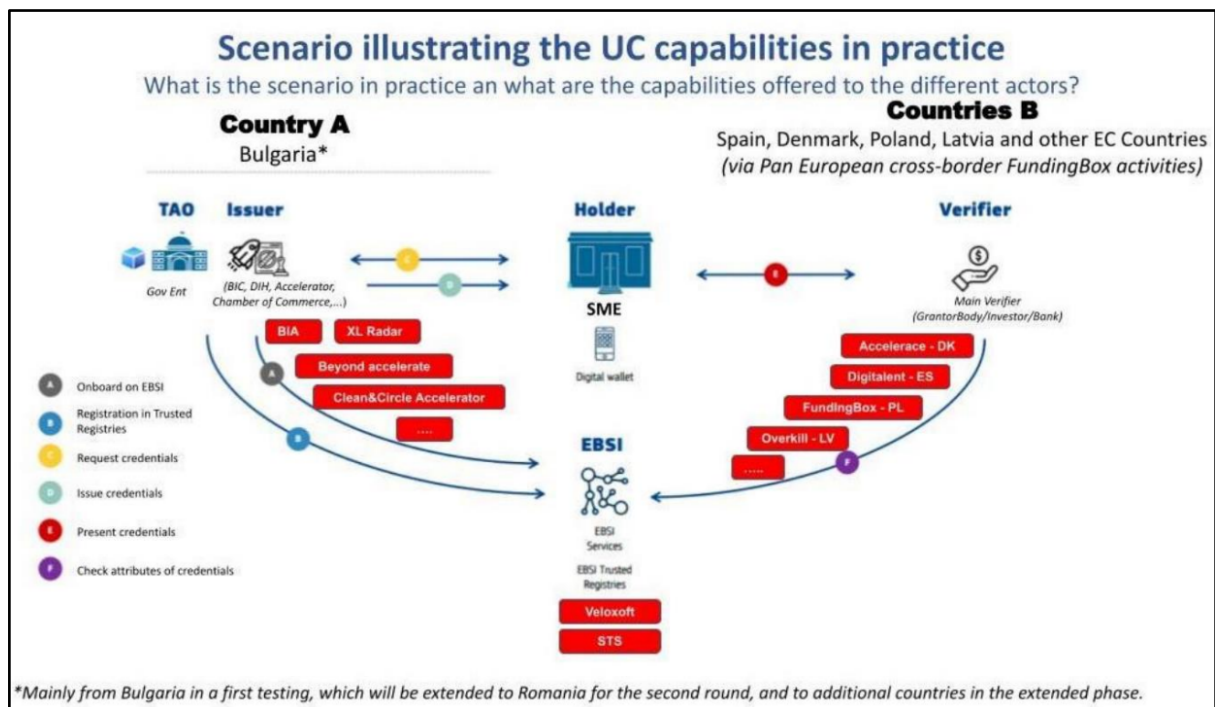


Figure 6 - Potential scenario in OnePass project.

Building the ecosystem:

It is not just accelerators and Investors who are looking for startups, but also corporates. Therefore the programme developed can be extended to include and benefit other types of interested parties.

7. Related KPIs

Below some of the crucial and directly related KPIs are listed to show some of the expected outcomes that will emerge from the Virtual Platform. These remain the same as in the previous deliverable and will be carefully monitored throughout the project especially in the second step moving from 'Proof of Concept' to 'Proof of Sustainability', as this entails the involvement of much more external users on the platform.

Project Community - 250 Registered Users, being the many stakeholders of the project interacting in a thriving ecosystem build around BEYOND and the Virtual Platform.

Supportive Partners - 20, external stakeholders and partners that actively will support the project and use their channels for attraction of the project.

Open Call for Startups - 1000 Startups reached; the number of startups interested in the acceleration programme hosted on the Virtual Platform.

VC Funds through Partners' Network, 20 funds registered in the Marketplace, these funds will then be present in the dealroom and can be invited to join.

Business Accelerators, 5 Beta testers registered in the Marketplace, external testers that enter and use the platform for their programmes.

8. Conclusions

This deliverable is an upgrade of the previously submitted deliverable D1.2 BEYOND Virtual Platform and highlights especially the learnings and newly adapted features of the platform in order to positively impact a smooth and seamless user journey when signing up and jumping between the different modules of which the platform consists.

A crucial part of the deliverable has been the lessons learned from BEYOND cohort 1 as this was the first interaction with external users of the platform. A clear focus was set on (1) The user experience had to be more important than the platform itself - adapting the the specific needs (2) Importing data between platforms needs to be easy and have therefore been improved, to a feeling of being in one platform rather than several when switching between the modules and (3) that sharing data with potential investors has to be easy for investors without requiring them to create a profile in order to view the data, as this requires specific authorisation.

Moreover, there have been new features developed since D1.2 was submitted in M4 of the project. More specifically, the change of application views and easy access for external reviewers.

We will continue to review user feedback and adapt in order to use the VRM to facilitate cross-border investments in a scalable way.