

Proposal Evaluation Form

	EUROPEAN COMMISSION Horizon 2020 - Research and Innovation Framework Programme	Evaluation Summary Report
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Call: H2020-SMEINST-2-2015_18-03-2015
Funding scheme: SME instrument phase 2
Proposal number: 684087
Proposal acronym: SiWiT
Duration (months): 18
Proposal title: Sign With Trust
Activity: ICT-37-2015-P

N.	Proposer name	Country	Total Cost	%	Grant Requested	%
1	SAS TRUSTSEED	FR	1,961,250	100.00%	1,372,875	100.00%
Total:			1,961,250		1,372,875	

Abstract:

TrustSeed is a innovative company in the legal e-signature market that has successfully developed an online e-signature solution with limited functionality (branded as "Penseal Basic"). The company has developed a new concept to guarantee the legal value of the signature real time (called signature rating). In the Sign with Trust (SiWiT) project, TrustSeed will develop a complete workflow solution by integrating signature rating, legal validation and legal archiving (currently at TLR5) into the current product suite. The solution will be fully compliant with upcoming EU regulations and is protected with a strong patent portfolio. The company will also start preparing its commercial rollout in the European market by validation of the solution in real life operating conditions and will reach TRL8 with the integrated work flow solution (branded as "Penseal Suite"). TrustSeed will be able to provide a solution to SMEs that is universal, fully compliant, scalable, online, traceable and which dynamically rates and measures legal value of identities and transactions. The solution offers tremendous benefits compared to hand written signatures such as time and cost savings while it does not require upfront investment or deep knowledge from SMEs. Today, the European market for e-signatures is small and dominated by US players. However, with the implementation of new EU regulations, the European market will grow fast and has the potential to become a multi billion market over time. The macro-economic impact of the TrustSeed solution for Europe is significant with estimated cost saving for EU companies at €500 M in 2019. TrustSeed has the ambition to become a significant and sustainable company in the e-signature market and wants to outcompete US based service providers. The SiWiT project fits well in the growth strategy of the company and, after successful execution, TrustSeed is well positioned to become the leading player in the European market.

Evaluation Summary Report

Evaluation Result

Total score: 12.48 (Threshold: 12)

Form information

Operational Capacity

Status: **Operational Capacity: Yes**

If NO, please indicate the partner(s) concerned, and provide a short explanation. In any case, evaluate the full proposal, taking into account all partners and activities.

Not provided

Criterion 1 - Impact

Score: **4.27** (Threshold: 4/5.00 , Weight: -)

Note: Where appropriate, the application should make reference to the successfully finalised Phase 1 project.

The proposal indicates in a convincing way that there will be demand/market (willing to pay) for the innovation when the product /solution is introduced into the market

Good to Very Good

The targeted users or user groups of the final product/application, and their needs, are well described and the proposal provides a realistic description of why the identified groups will have an interest in using/buying the product/application, compared to current solutions available

Good to Very Good

The proposal provides a realistic and relevant analysis of market conditions, total available market size and growth rate, competitors and competitive solutions and key stakeholders, clear opportunities for market introduction

Good to Very Good

It is described in a realistic and relevant way how the innovation has the potential to boost the growth of the applying company

Good to Very Good

The proposal demonstrates the alignment with the overall strategy of the participating SME(s) and the need for commercial and management experience, including understanding of the financial and organisational requirements for commercial exploitation as well as key third parties needed

Good to Very Good

The innovation /solution has a clear European dimension both with respect to commercialisation and with respect to competitor / competition evaluation

Good to Very Good

The strategy plan for commercialisation is described in a realistic and relevant way, including approximate time to market/deployment. Activities to be further developed after phase 2, including additional dissemination measures, are well outlined

Good to Very Good

Measures to ensure "freedom to operate" (possibility of commercial exploitation) are realistic and there is a convincing strategy of knowledge protection, including current IPR filing status, IPR ownership and licensing issues. Regulatory and/or standard requirements are well addressed

Very Good to Excellent

Overall perception including other pertinent factors (e.g. communication) not covered by the above questions (25% weight in the assessment)

Good to Very Good

Criterion 2 - Excellence

Score: **4.09** (Threshold: 3/5.00 , Weight: -)

The innovation aims new market opportunities addressing EU/global challenges

Good to Very Good

The included feasibility assessment demonstrates the technological/practical/economic viability of the innovation.

Good to Very Good

The proposal provides a realistic description of the current stage of development (TRL 6 - see note 1- or similar for non-technological innovations) and added value of its innovation as well as very good understanding of the competing solutions. Includes good comparison with state-of-the-art, known commercial solutions, including costs, environmental benefits, gender dimension- see note 2-, ease-of-use and other features.

Note1: Technology Readiness level (TRL) is a measure used to assess the maturity of evolving technologies. Please see part G of the General Annexes.

Note 2: In relation to the project content, e.g. gender studies, clinical trials, etc.

Good to Very Good

The objectives for the project as well as the approach and activities to be developed are consistent with the expected impact (commercialisation/deployment). Specifications for the outcome of the project and criteria for success are well defined

Good to Very Good

The expected performances of the innovation are convincing and have the potential to be relevant from a commercial point of view (Value for money). It is potentially better than alternatives

Good to Very Good

The proposal reflects a very good understanding of both risks and opportunities related to a successful market introduction of the innovation, both from a technical, commercial point of view.

Good to Very Good

Overall perception including other pertinent factors not covered by the above questions (25% weight in the assessment)

Good to Very Good

Criterion 3 - Quality and efficiency of implementation

Score: **4.12** (Threshold: 3/5.00 , Weight: -)

The proposal demonstrates that the project has the relevant resources (personnel, facilities, networks, etc.) to develop its activities in the most suitable conditions. If relevant, describes in a realistic way how key stakeholders / partners / subcontractors could be involved and why and how they were selected (subcontractors must be selected using best value-for-money principles). (Where relevant/) Participants in a consortium are complementary

Good to Very Good

The team has relevant technical/scientific knowledge/management experience, and a very good understanding of the relevant market aspects for the particular innovation. If relevant the proposal includes a plan to acquire missing competences, namely through partnerships or subcontracting (subcontractors must be selected using best value-for-money principles)

Good to Very Good

Taking the project's ambition and objectives into account, the proposal includes a realistic time frame and a comprehensive implementation description

Good to Very Good

The work package descriptions and major deliverables and milestones are realistic and relevant, including appropriateness of the allocation of tasks and resources, risk and innovation management

Good to Very Good

Overall perception including other pertinent factors not covered by the above questions (25% weight in the assessment of this criterion)

Good to Very Good

Proposal content corresponds, wholly or in part, to the topic description against which it is submitted, in the relevant work programme part

Status: **Yes**

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