

Individual Mentoring Plan

Experiment information

Team Name	IOTPAY
Coach	Juan Juan
EU Organization	Werenode
CA/US Organization	Gapask

eu EU Organization Members

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Experiment description

IOTPAY is a decentralized, autonomous payment system designed for IoT devices, offering secure and feeless transactions. It uses Web3.0 technologies like smart contracts and embedded wallets to enhance security, automates M2M payments, and allows IoT devices to perform transactions autonomously, revolutionizing industries like smart grids, logistics, and autonomous vehicle payments.

Table of contents

Action Plan and Individual KPIs.....	3
Action Plan.....	3
Individual Key Performance Indicators	5
Communication and Dissemination requirements for the beneficiaries.....	6
Personal Data Protection.....	7
Agreement Between Parts.....	8



Action Plan and Individual KPIs

Action Plan

The Action Plan is a comprehensive roadmap designed for the entire coaching period. It encompasses various elements, including key performance indicators (KPIs) and progress tracking, as well as the schedule for mentoring sessions.

During the coaching period, the team and the coach will convene via Google Meet every two weeks according to the following schedule (chosen timeslot is Monday 11:00 CET). This schedule ensures regular and structured interaction for effective mentoring and monitoring of progress.

Coaching sessions

23/09/2024	Session number 1	M1 (Month 1) – S1 (Stage 1)
07/10/2024	Session number 2	M2 – S1
21/10/2024	Session number 3	M2 – S1

04/11/2024	Session number 4	M3 – S2
18/11/2024	Session number 5	M3 – S2
02/12/2024	Session number 6	M4 – S2
16/12/2024	Session number 7	M4 – S2

13/01/2025	Session number 8	M5 – S3
27/01/2025	Session number 9	M5 – S3
10/02/2025	Session number 10	M6 – S3
24/02/2025	Session number 11	M6 – S3
10/03/2025	Session number 12	M7 – S3
24/03/2025	Session number 13	M7 – S3

07/04/2025	Session number 14	M8 – S4
21/04/2025	Session number 15	M8 – S4
05/05/2025	Session number 16	M9 – S4
19/05/2025	Session number 17	M9 – S4
02/06/2025	Session number 18	M10 – S4



Detailed Action Plan

Legend:

Green indicates action already done

Bold indicates IKPI status review

Nº	Date	Action
-	02/09/2024 – M1 – S1	Start working on the work organization, use cases, business model, and specifications
-	06/09/2024 – M1 – S1	Start of social media publications
1	23/9/2024 – M1 – S1	Individual Mentoring Plan (IMP) review.
-	04/10/2024 – M2 – S1	Individual Mentoring Plan (IMP) agreement and signing.
3	21/10/2024 – M2 – S1	Development framing and organization
4	04/11/2024 – M3 – S2	Use cases identification and analysis
5	18/11/2024 – M3 – S2	Collaborative work on the Business Model Canvas
6	02/12/2024 – M4 – S2	Data and protocol specifications
7	16/12/2024 – M4 – S2	Feedback on our interviews around user needs
10	10/02/2025 – M6 – S3	Smart contracts development
12	10/03/2025 – M7 – S3	Web App development
12	10/03/2025 – M7 – S3	Review #1 of the KPIs and assessment of the level of achievement (KPIs 1 to 6)
-	01/04/2025 – M8 – S4	Start working on the preparation of the Final Report
14	07/04/2025 – M8 – S4	IoT device POC software development
14	07/04/2025 – M8 – S4	Feedback on our interviews around beta features
16	05/05/2025 – M9 – S4	Validation plan presentation
17	19/05/2025 – M9 – S4	Working system demonstration – KPI & Final Report pre-review
18	02/06/2025 – M10 – S4	Video publication on our Youtube channel
18	02/06/2025 – M10 – S4	Review #2 of the KPIs and assessment of the level of achievement (KPIs 7 to 16)

Stage	Month	Milestone	% within the stage	Payment
1	M1	Defining individual KPIs & Coaching Plan	Compulsory	
		Flipped Classroom	Compulsory	
		1 inspirational talk attendance	Compulsory	
	M2			1st payment of 10%
2	M3	Business Model Canvas	35	
		Video lectures	30	
		9 online webinars	30	
		1 inspirational talk attendance	5	
	M4			2nd payment of 30%
3	M6	Achievement of individual KPIs by Stage 3	100	
	M7			3rd payment of 30%
4	M9	Achievement of individual KPIs by Stage 4	80	
		Interviews (min. 45)	20	
		Final Report	Compulsory	
	M10			4th payment of 30%

This table is an extract from document OnCampus Programme Description_3C-9M.pdf. It is included because the coaching sessions schedules, action plans and KPIs are designed to be consistent with these general milestones. Furthermore, the individualized project KPIs need to be understood with the full scope of the other project standard commitments.

Individual Key Performance Indicators

In order to set clear and actionable objectives, we adhere to the **SMART methodology**.

SMART is an acronym that outlines the essential criteria for effective goal setting:

S - Specific. Objectives should be specific and well-defined. They should address what needs to be achieved, who is responsible, where it will happen, and why it's important. Clarity is key to understanding the desired outcome.

M - Measurable. Objectives should be quantifiable and include concrete criteria for measuring progress and success. This allows for tracking and assessment of performance.

A - Achievable. Objectives should be realistic and attainable. While it's important to set ambitious goals, they should still be within reach given available resources and constraints.

R - Relevant. Objectives should be relevant to the overall project and aligned with the team's goals and mission. They should contribute meaningfully to the project's success.

T - Time-Bound. Objectives should have a specific timeframe for completion. This helps create a sense of urgency and ensures that progress is regularly reviewed.

Nº	Objective	Reach by Stage
KPI 1	Specification and use cases document delivery	Stage 3
KPI 2	Software delivery – AccountRegistry Smart contract – 1 st version	Stage 3
KPI 3	Software delivery – SubscriptionRegistry Smart contract – 1 st version	Stage 3
KPI 4	Software delivery – Web App – 1 st version	Stage 3
KPI 5	Software delivery – Mobile App version of the Web App – 1 st version	Stage 3
KPI 6	Software delivery - IOT device POC software – 1 st version	Stage 3
KPI 7	Software delivery – AccountRegistry Smart contract – Final working version	Stage 4
KPI 8	Software delivery – SubscriptionRegistry Smart contract – Final working version	Stage 4
KPI 9	Software delivery – Web App – Final working version	Stage 4
KPI 10	Software delivery – Mobile App version of the Web App– Final working version	Stage 4
KPI 11	Software delivery - IOT device POC software – Final working version	Stage 4
KPI 12	Number of Twitter/X publications about the project (1/month – Total 9)	Stage 4
KPI 13	Number of LinkedIn posts about the project (1/stage – Total 4)	Stage 4

KPI 14	Number of Website updates about the project (1/stage – Total 4 – werenode.com)	Stage 4
KPI 15	Video demonstration realized and published	Stage 4
KPI 16	Article written and submitted for a conference (1)	Stage 4
KPI 17	Software and its documentation available on github	Stage 4

Communication and Dissemination requirements for the beneficiaries

The beneficiaries will be encouraged to actively engage with the NGI Sargasso MKT team, sharing information that supports a variety of communication efforts. The overarching goals of these efforts are multifold: firstly, to amplify the impact and online presence of the beneficiaries' projects, and secondly, to facilitate their presentation at events and other forums. An additional key objective is to use these beneficiaries as exemplars for our upcoming calls, showcasing their success stories and achievements as a testament to the potential impact and value of our funding program. By highlighting their journeys and outcomes, we aim to inspire and attract future applicants, demonstrating the tangible benefits and opportunities our program offers. This approach not only elevates the individual projects but also reinforces the credibility and appeal of the NGI Sargasso program as a catalyst for innovation and progress.

To optimise the flow of information throughout the course of the program, the following details can be requested from the beneficiaries at various stages:

- **Profile information**: to provide detailed information for the Innovators Portfolio & Booklet, with regular updates to showcase project evolution.
- **Content Collaboration**: to participate in at least one interview and sharing a success story to humanise and add depth to the project narratives.
- **Milestone Reporting**: Keep the MKT team informed of significant project milestones for broader dissemination through various channels.
- **Guest Contributions**: Write guest articles or blog posts for the NGI Sargasso website, providing insights into your project journey and industry perspectives.
- **Video Content**: Creating short video diaries or vlogs that document their project journey, offering a more engaging way to share their story.
- **Visual Content Submission**: Providing high-quality images or graphics related to your project for enhanced visual marketing.

You are required to:



- Use of NGI Sargasso **tags** and **hashtags** in publications related to the funded project:
 - Hashtags #NGISargasso and #InternetOfHumans
 - Tag @NGISargasso
- Inform the MKT team of big milestones, for its dissemination through relevant channels
- **Impact Stories**: Sharing background information, the journey and case studies that highlight the social, environmental, or technological impact of your project for NGI Sargasso and the NGI Initiative.

By diversifying the type and format of the content provided by beneficiaries, the NGI Sargasso MKT team can craft a more dynamic and multifaceted promotional strategy. This approach not only elevates the visibility of individual projects but also strengthens the overall narrative and community engagement around the NGI Sargasso program.

Website: <https://www.ngi.eu/ngi-projects/ngi-sargasso/>

LinkedIn: <https://www.linkedin.com/company/ngi-sargasso/>

Personal Data Protection

The Personal Data Protection is explained under the NGI Sargasso Data Management Plan (DMP), generated and processed by the NGI Sargasso project.



Agreement Between Parts

The individual signing below hereby represents and warrants that it is duly authorised to execute and deliver this Agreement on behalf of the named Party and that this Agreement is binding upon the named Party in accordance with its terms.

For the Beneficiary

Coach

Nadiya Khokhryakova



[Date]

October 2nd, 2024

NGI Sargasso Coordinator Representative

[Date]



