



OPEN INNOVATION CHALLENGE: CALL TERMS AND CONDITIONS

#DatosConSentido (*#MeaningfulData*)

Turn your scattered data into actionable knowledge with KEASY



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1. SUMMARY SHEET

Element	Proposed Condition
Promoters	Kanzo Tech, S.L. and Corporación Tecnológica de Andalucía (CTA)
Purpose	To select early adopters to validate Keasy through demonstrator pilots in real environments.
Sectoral Scope	Open to any sector. Priority will be given to the sectors specified in these terms.
Pilot Duration	3 months from the kickoff meeting.
Incentive	€5,000 discount on the pricing plan contracted for the first year of use, subject to formal contract execution.
Opening Date	October 20, 2026
Closing Date	November 20, 2026
Channel	conneCTA platform and/or the official channel indicated in the final publication.

2. INTRODUCTION AND CONTEXT

What could you achieve if the information currently scattered across systems, documents, and expert domain knowledge could be understood and used as a unified whole?

In many organizations, the information needed to make decisions, verify requirements, automate processes, or develop new AI applications already exists. The challenge is that it is often distributed across databases, applications, documents, APIs, technical models, and expert knowledge that have evolved independently.

When these sources use different structures, terms, or identifiers, connecting them requires manual work, and a significant portion of the context needed for interpretation remains implicit. This makes it difficult to gain a holistic view, trace the origin of a conclusion, or reuse knowledge across new processes and applications.

The adoption of generative models and AI agents makes this need even more evident. Simply providing access to more information is not enough: to obtain reliable results,

it is also essential to preserve **what the data means, how items relate to each other, where they come from, and what rules govern their interpretation.**

To address this challenge, Kanzo Tech has developed **KEASY, a semantic infrastructure platform that builds this knowledge layer on top of existing systems.**

KEASY connects heterogeneous sources, makes their relationships explicit, incorporates models, vocabularies, and rules, and enables the resulting knowledge to be used seamlessly by people, applications, analytics, and AI systems.

#DatosConSentido is an open innovation initiative designed to apply this approach to real-world use cases.

We will select **up to THREE ORGANIZATIONS** to work with over a **THREE-MONTH period** on a specific, bounded scenario using representative data and jointly evaluating the results.

We are looking for entities that want to explore a real opportunity for improvement by making better use of their own information—not simply to test a tool.

3. PURPOSE OF THE CHALLENGE

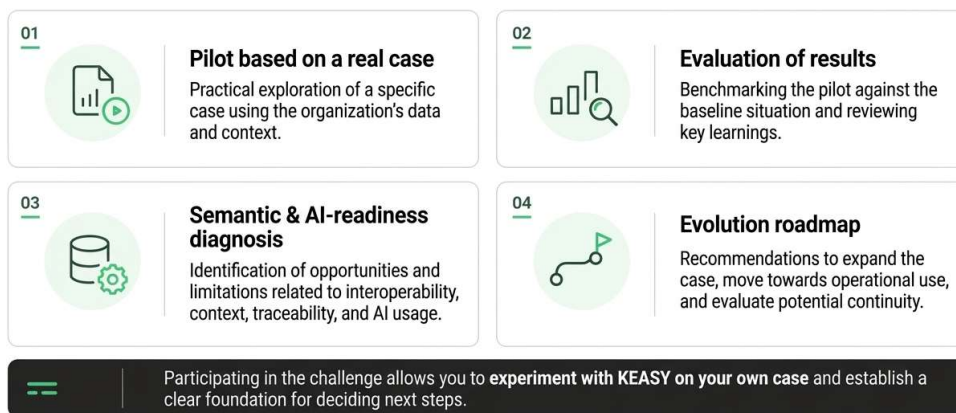
#DatosConSentido was created to apply this approach to real situations and discover, together with participating organizations, what happens when existing information can be connected, contextualized, and leveraged in new ways.

Over three months, Kanzo Tech will work with up to three organizations on a specific case from their daily operations. The starting point will always be a clearly recognizable organizational need or opportunity, alongside a sufficiently representative data sample to explore under real conditions. From there, we will jointly define what we want to test, how to address it using KEASY, and what outcomes will determine if the approach delivers measurable value.

We are seeking organizations eager to make progress on challenges they face every day. This is not about trying new software for its own sake, but about exploring whether a unified knowledge layer can unlock a more effective, reliable, and reusable way of working with company data.

What does the participating organization get?

Expected outcomes from participating in #SenseData



Participation is designed to deliver immediate value, even if it does not lead to a subsequent commercial engagement. Specifically, the three selected organizations will:

- Work on an **actual internal use case**.
- **Benchmark pilot results** against their baseline situation.
- Receive a **semantic and AI-readiness diagnostic**.
- Obtain an **evolution roadmap** to assess next steps.

Additionally, selected organizations will:

- Gain early access to **KEASY**.
- Provide direct **feedback** to the product team.

- Access **special early adopter conditions** if both parties decide to continue after the pilot.

In return, participating organizations must provide a **real use case**, an adequate **sample of information**, and the participation of **key personnel** who can explain the context and validate the results.

The challenge is structured as a collaborative experimentation process, where Kanzo Tech provides the technology and guidance, and the participating entity provides the necessary operational context.

Types of Cases We Are Looking For

Pilots can originate from three main scenarios:

1- *Connected Knowledge*: Linking Scattered Information

When relevant information is distributed across different systems, documents, or sources, making it difficult to gain a unified view.

→ *What would change if we could seamlessly query all information related to a product, asset, or process in one place?*

2- *Knowledge for AI*: Enhancing Context and Evidence for AI

When an organization uses or plans to use AI on its own data and needs to improve context, knowledge retrieval, or answer verifiability.

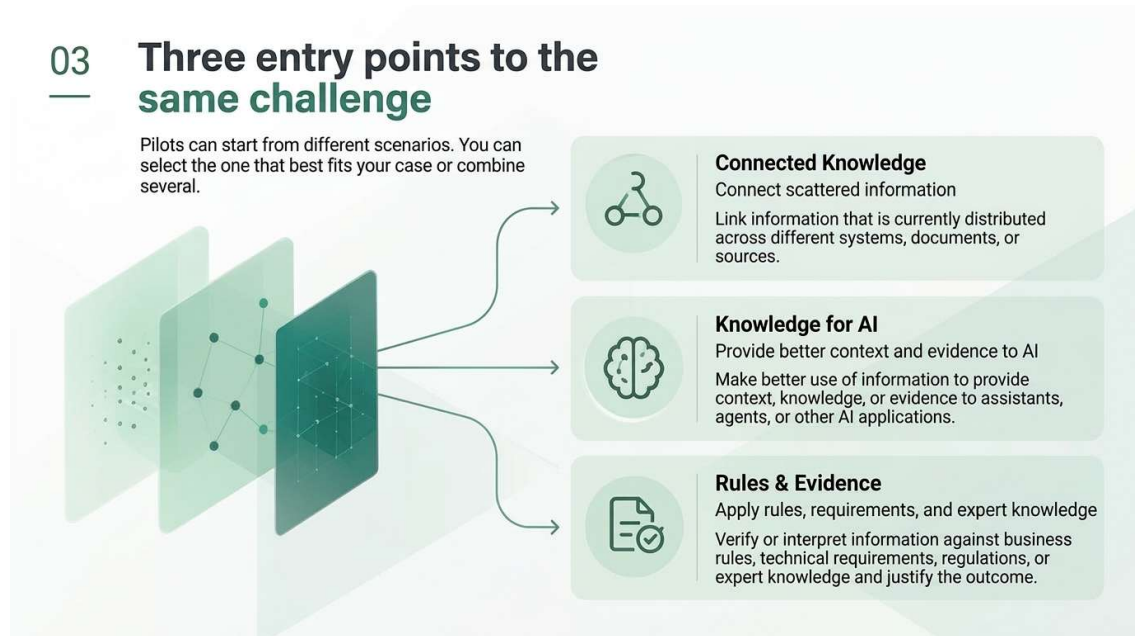
→ *Could we improve the accuracy and utility of our AI systems if they operated on better-structured, linked, and contextualized data?*

3- *Rules & Evidence*: Applying Rules and Justifying Outcomes

When information must be interpreted against technical requirements, business rules, regulations, or expert knowledge.

→ Could we determine whether a product, file, or process meets applicable requirements before approval, alongside the specific evidence from each area that proves it?

A single case may combine elements of several scenarios, but each pilot must have a clear primary objective and an evaluable outcome.



4. TECHNOLOGY TO BE VALIDATED: KEASY

KEASY is Kanzo Tech's semantic infrastructure platform designed to transform heterogeneous information into connected, interoperable, and reusable knowledge.

The platform works directly on top of an organization's existing sources and systems, linking information that may rely on different structures, terminologies, or data models. Its purpose is not to replace these systems, but to add a knowledge layer that makes explicit the meaning of the data, its relationships, its lineage, and the rules required to interpret it.

02 From fragmented information to connected knowledge

KEASY integrates, gives meaning to, and connects information from different sources so it can be analyzed, shared, and reused with confidence.



Pilots will be developed according to **four core principles**:

- **Integration without replacement:** Working on existing systems to avoid unnecessary data migrations.
- **Traceability:** Maintaining complete lineage between generated results and underlying source data.
- **Open standards:** Utilizing interoperable and portable models and technologies.
- **Reusability:** Designing models, mappings, vocabularies, and rules so they can be reused across future scenarios whenever possible.

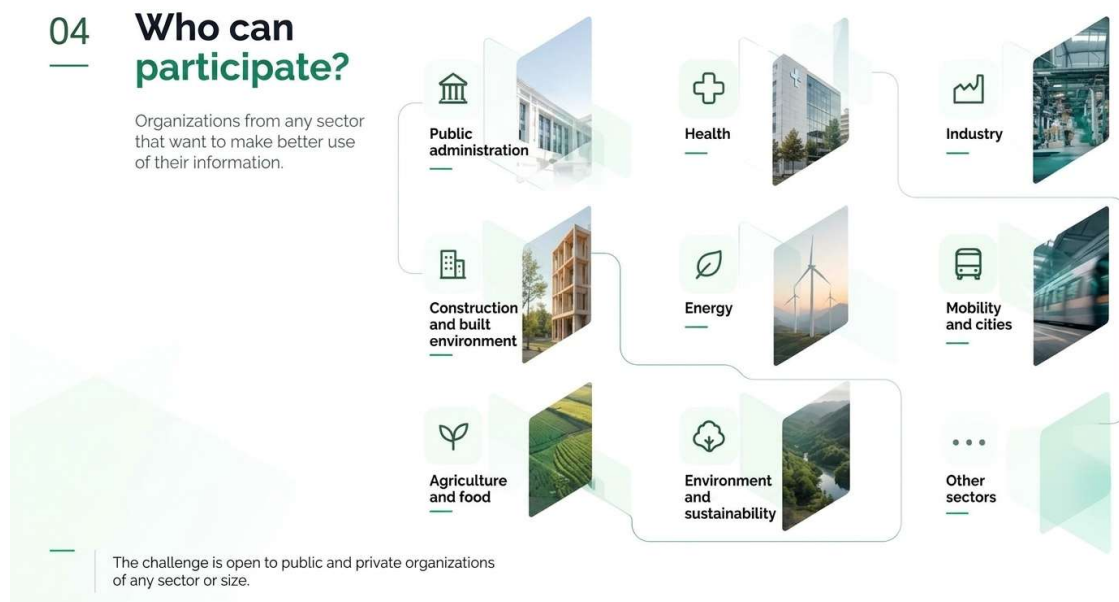
Scope of Validation

Each pilot will utilize only the KEASY capabilities relevant to the selected case. Depending on the scenario, evaluation may cover connecting heterogeneous sources, building relationships between cross-system data, applying models or rules, retrieving context for AI, exploring knowledge graphs, or verifying result traceability.

The technical scope involved data sources, and evaluation criteria will be agreed upon jointly with each organization prior to launch.

5. PRIORITY SECTORS AND USE CASES

#DatosConSentido is open to organizations from any sector. However, initial outreach will focus on domains where combining heterogeneous data, domain expertise, business rules, and traceability requirements aligns closely with KEASY's core capabilities.



5.1. Industry, Construction, and Infrastructure

In these sectors, fully understanding a product, asset, or project requires connecting information from technical models, enterprise systems, suppliers, documentation, certifications, and regulatory requirements.

Pilots can explore **linking product and asset data**, material **traceability** and **environmental impact** tracking, **compliance verification** against technical/environmental standards, and **knowledge reuse** across projects.

→ **Example question:** *Which materials or products used in this project meet specific compliance requirements, and what evidence supports that claim?*

5.2. Testing, Engineering, and Regulatory Compliance

In these fields, data achieves full value when interpreted alongside the necessary context, rules, and specialized knowledge to explain what it means and justify conclusions.

Pilots can address **contextual interpretation** of test results, **evaluation** against requirements, **mapping regulations** to supporting evidence, or **formalizing** business rules and expert domain knowledge.

→ **Example question:** *What does this test result mean in this specific context, and what rule or evidence justifies this interpretation?*

5.3. Utilities, Energy, and Water

Asset and facility information is typically distributed across GIS systems, sensors, operational databases, maintenance logs, incident reports, and technical documentation.

Pilots can explore linking these sources to **contextualize operational events**, **monitor asset health**, **apply technical rules**, or **supply reliable data to decision-making processes and AI systems**.

→ **Example question:** *Which assets, events, maintenance logs, and documents are linked to this anomaly, and what information should the team review before taking action?*

5.4. Other Sectors

Proposals from other sectors will also be considered provided they present a concrete use case, a suitable data sample, and the capacity to participate actively in the pilot.

Belonging to a priority sector does not guarantee selection.

Primary evaluation will focus on the **alignment** of the use case with the challenge, its **technical feasibility**, and its **potential to deliver actionable results** within the three-month timeframe.

6. ELIGIBILITY REQUIREMENTS

Participation is open to legally established **public or private entities**, including **companies, universities, technology centers, research laboratories, foundations, and industry associations**, provided they have the capacity to execute and validate a real use case.

Candidate entities must:

- Possess a **specific, well-defined use case** aligned with the challenge's objectives and KEASY's capabilities.
- Have access to **representative data or a sample dataset** that can be utilized during the pilot.
- Submit the **application form** using the official template provided.
- Appoint a **project lead** and, where necessary, assign **domain, technical, or data specialists** to assist in defining and validating the case.

7. PILOT SCOPE

Each selected organization will participate in a **three-month pilot** focused on a specific use case.

The final scope will be agreed upon by Kanzo Tech and the participating entity before kick-off, taking into account the **problem statement, available data sources, technical feasibility, and target evaluation metrics**.

The pilot will be conducted in a representative yet deliberately bounded environment. For reference, it may focus on a single project, facility, product family, process, asset class, document type, or data subset that allows for thorough validation without integrating all enterprise systems at once.

Before starting, the parties will formalize agreement on:

- The **core problem** and desired target **outcomes**.
- The **specific data sources and sample dataset** to be used.
- **Participating end users or key roles** involved in validation.
- Evaluation **metrics and criteria**.
- Necessary **technical and access requirements**.

The pilot scope may include:

- **KEASY** platform setup and configuration.
- Connection and semantic **modeling** of selected data sources.
- **Knowledge graph** construction and querying.
- Implementation of **business rules and automated validations**.
- **User testing and benchmark evaluations** against baseline operations.

The pilot does not constitute a full enterprise deployment, custom software development, or a replacement for existing IT systems. Any additional requirements identified during execution that exceed the agreed scope may be evaluated later as part of a post-pilot roadmap.

A detailed work plan, schedule, responsibility matrix, and evaluation framework will be formalized with each selected entity prior to launch.

8. CONTRIBUTIONS OF THE PARTIES

8.1. Kanzo Tech:

- **Temporary access to KEASY** and necessary platform configuration for the pilot.
- **Technical support** for use case definition, data source connection, semantic modeling, transformation, validation, and knowledge extraction.
- **Kickoff meeting**, periodic progress **reviews**, and a **final wrap-up session**.
- **Guidance** during user testing and performance evaluations.
- A comprehensive **final report** detailing key findings, learnings, performance metrics, and recommendations for long-term implementation.

8.2. Selected Entity:

- **Problem** definition, operational **context**, and identification of **target user groups**.
- **Access** to relevant **data sources**, documentation, data dictionaries, domain models, business rules, or other required resources.
- **Assignment** of a dedicated **pilot manager** and access to technical, data, or domain experts to resolve queries and validate results.
- **Involvement** of end users or domain experts in testing and review sessions.
- **Provision** of necessary infrastructure, permissions, credentials, or access mechanisms required to interface with selected data sources.

9. BENEFITS AND INCENTIVE FOR SELECTED ENTITIES

Up to three selected entities will participate **at no cost** in a **three-month KEASY pilot** tailored to an internal use case and supported by Kanzo Tech's technical team.

Participation includes **temporary platform access, setup, technical guidance, joint result evaluation, and an actionable evolution roadmap**.

Selected entities will also receive **early access to KEASY** and the opportunity to influence platform development by providing **direct feedback** to the product team.

As an early adopter incentive, organizations that choose to continue using KEASY after the pilot will receive a **€5,000 Early Adopter Voucher** applicable toward their first-year platform contract. The voucher cannot be redeemed for cash or combined with other promotions, and will be applied according to standard commercial terms upon post-pilot contracting.

10. SUBMISSION OF APPLICATIONS

Applications must be submitted **in Spanish or English** and include:

- **Technical Proposal** using the provided template (recommended maximum length of 5 pages, excluding annexes).
- **Responsible Declaration** regarding data availability, legitimacy, and usage rights (using the model in Annex I).

Incomplete or late submissions may be excluded from evaluation. Formal inquiries should be directed through the official communication channel indicated in the call publication.

11. TIMELINE

Milestone	Date
Challenge Launch	October 20, 2026
Submission Deadline	November 20, 2026 (23:59 CET)
Evaluation & Interviews	Second half of November 2026 (<i>tentative</i>)
Selection Announcement	December 1, 2026

Pilot Kickoff	To be agreed upon with selected entities
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12. EVALUATION AND SELECTION

Applications will be reviewed by an **evaluation committee** comprising representatives from CTA and Kanzo Tech. Assessment will be based on the **application form** and, where appropriate, supplemented by an **interview** to examine the use case, data readiness, and participation capacity in detail.

Selection will prioritize use cases that deliver **immediate utility to the organization** while yielding **valuable insights** into KEASY's real-world deployment.

Criteria	Proposed Weighting
Use case alignment with KEASY and problem clarity	30 %
Data availability, quality, diversity, and access feasibility	20 %
Expected value for the participating organization	20 %
Technical and organizational feasibility within three months	20 %
Team commitment and potential for continuity or scaling	10 %

To be eligible for selection, applications must achieve a minimum overall score of **60 out of 100 points**, provided they score at least 50% in both data availability and technical feasibility criteria.

The committee reserves the right to declare the call void or select fewer than three participants if submissions do not meet the required quality standards.

13. CONFIDENTIALITY, DATA PROTECTION, AND SECURITY

Prior to launch, participating parties will sign a **formal agreement regulating confidentiality, data access protocols, security measures, storage locations, retention policies, and data deletion procedures.**

The participating entity is responsible for ensuring the **legal basis and authorization** to supply the data. Where personal, sensitive, or restricted data is involved, the pilot will be designed using **data minimization, anonymization, pseudonymization, and role-based access controls** in compliance with applicable privacy regulations.

14. INTELLECTUAL AND INDUSTRIAL PROPERTY

The participating entity retains full ownership of its background data, documentation, business expertise, and pre-existing intellectual property.

Kanzo Tech retains full ownership of KEASY, its core architecture, software components, methodologies, and pre-existing IP. **Ownership and usage rights for joint developments or specific pilot outputs will be established in the pilot agreement.** Neither party may publish confidential or identifiable information without prior written authorization.

15. COMMUNICATION AND DISSEMINATION

CTA and Kanzo Tech reserve the right to announce the call and, with **prior authorization** from selected entities, publish non-confidential pilot information (such as entity name, sector, general objectives, and aggregated outcomes). Any case studies, whitepapers, press releases, or promotional materials produced by participating entities relating to this challenge must receive **prior review** and approval from all parties.

16. ACCEPTANCE AND FINAL PROVISIONS

Submitting an application implies full acceptance of these terms and conditions. CTA and Kanzo Tech reserve the right to make justified adjustments to the timeline,

procedure, or scope, which will be communicated through official challenge channels. Selection does not constitute a binding commercial agreement beyond the pilot execution contract to be signed prior to project launch.

ANNEX I. RESPONSIBLE DECLARATION

- The entity possesses adequate organizational capacity to participate and dedicate required resources to the pilot.
- The proposed data may be lawfully used for the stated purpose without infringing on third-party rights.
- All information provided in the application is true, accurate, and subject to verification during evaluation.
- The entity accepts the confidentiality, data protection, and intellectual property terms required prior to pilot launch.
- The undersigned representative holds sufficient legal power to represent the applicant entity.

In _____, on ____ _____ de 2026

Name, Title, Signature