FALCON

Fighting Corruption
& Organised Crime

Deliverable D7.2
Title: Exploitation and business plan (v1)

Dissemination Level:	PU - Public
Nature of the Deliverable:	R - Document, report
Date:	04/03/2025
Work Package:	WP7 - Impact assurance
Editors:	ABI
Reviewers:	BPTI, VICOM
Contributors:	ALL

Abstract: This document presents the initial exploitation and business strategy for the FALCON project, establishing a comprehensive framework for maximizing the impact and sustainability of the project's results. The plan identifies and elaborates on six Key Exploitable Results (KERs) addressing specific challenges in combating corruption.

The strategy is built upon a detailed SWOT analysis that identifies FALCON's technological strengths, integration challenges, market opportunities, and potential threats. For each KER, the document outlines specific innovation potential, TRL evolution pathways, IPR considerations, exploitation routes, and target users. This exploitation plan represents the first milestone in FALCON's strategic journey, to be further refined in the subsequent iteration.

Executive Summary

This document, D7.2 "Exploitation and business plan (v1)", has been prepared to fulfil the requirements outlined in the Grant Agreement for the FALCON project (Fight Against Large-scale Corruption and Organised Crime Networks), number 10112128112. The purpose of this document is to outline the initial exploitation strategy and business opportunities for the results of the FALCON project. It will provide a comprehensive overview of the project's innovation potential and strategies to maximize the impact of its outcomes.

The document highlights FALCON's commitment to revolutionizing the fight against corruption in Europe by leveraging advanced technologies like AI and fostering deep collaboration among stakeholders. FALCON's strategic vision focuses on creating a comprehensive corruption intelligence framework.

This framework is supported by cutting-edge data acquisition and analysis tools, toolkits for risk assessment, investigation, and decision support, and initiatives for capacity building, framework co-design, and pilot implementations.

At the heart of FALCON's exploitation strategy lies the identification of six Key Exploitable Results (KERs), each addressing a specific challenge in combating corruption:

- **FALCON CIPs:** Providing comprehensive Corruption Intelligence Pictures (CIPs) for a holistic view of corruption phenomena.
- **FALCON CRM and DAA Toolkit:** Developing the Common Representational Model (CRM) and a Data Acquisition and Analysis toolkit (DAA) for the integration and analysis of corruption data. The CRM is based on the technology of the Semantic Web Ontology and describes the structure of the FALCON Knowledge Base.
- **FALCON RAIDS Toolkits:** Creating risk assessment, investigation, and decision support (RAIDS) toolkits to empower law enforcement agencies and other stakeholders.
- **FALCON Anticorruption Framework and Integrated Prototype / Anti-corruption Training Package / Pilots:** Developing an anti-corruption framework, training package, and conducting pilots to assess the effectiveness and impact of FALCON's solutions.
- **FALCON Trustworthy AI & SPEL:** Addressing concerns related to trustworthy AI and security, privacy, ethical, and legal (SPEL) aspects in the development and deployment of FALCON technologies.
- **FALCON Policy Briefs and Open Repository:** Producing policy briefs and establishing an open repository for sharing data, tools, and resources to combat corruption

Significant progress has been made in advancing these KERs, including the establishment of dedicated workflows and the setup of a recurrent analysis (please see Chapter 3 after) to track progress and go-to-market strategies.

To capitalize on these opportunities, the project has started to develop a multi-faceted revenue models combining software licensing, training services, consulting, and data services.

To ensure a lasting impact, FALCON will focus on developing sustainable business models that will be developed during the last part of the project, disseminating knowledge and best practices, promoting end-user adoption, and engaging with policymakers and key stakeholders.

To further strengthen FALCON's exploitation strategy, it is planned to conduct a second round of a comprehensive SWOT analysis for each KER, assessing the strengths, weaknesses, opportunities, and threats in the context of the market, competitive landscape, and end-user needs.

The establishment of an Advisory Board comprising senior representatives from law enforcement, banking, academia, and public administration provides strategic guidance and validation of our approaches. Additionally, a network of over 60 stakeholder organizations across Europe creates a strong foundation for market penetration and sustainable impact.

This exploitation plan represents the first milestone in FALCON's commercialization journey. Regular updates and refinements will ensure alignment with evolving market needs and technological capabilities, maximizing the project's contribution to anti-corruption efforts across Europe.

Looking ahead, FALCON's exploitation strategy will enter a more intensive implementation phase in the second part of the project. We'll be gathering expert insights on market positioning while simultaneously deepening our engagement with our network of over 60 stakeholder organizations through targeted workshops and structured feedback mechanisms. As the project progresses, we will develop detailed business forecasts and sustainability models that include comprehensive cost assessments and resource planning. For each Key Exploitable Result, we'll refine specific business model elements and potential revenue generation approaches where appropriate, ensuring that FALCON's innovations can achieve lasting impact in the anti-corruption domain.