2nd Call for Proposals 2023 Info Day

AGENDA
September 5th, 2022

10:00 -10:25 Welcome & overview of the Call + Q&A session

10:25 - 11:05 Education call + Q&A session

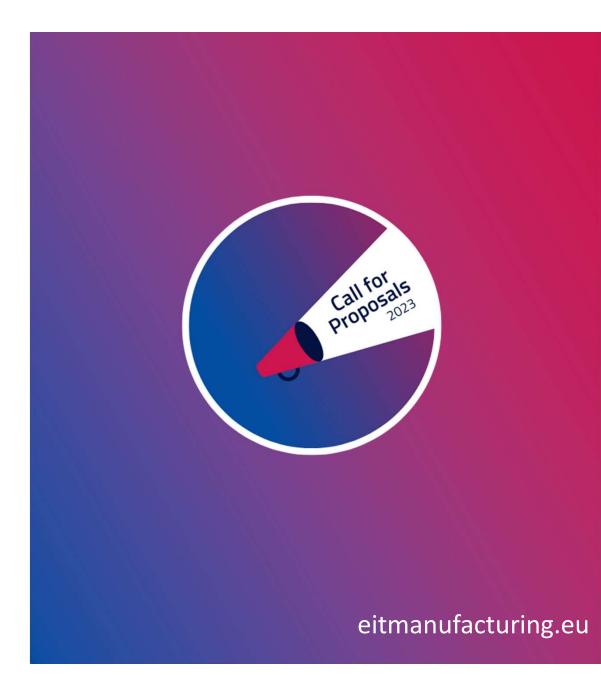11:05 - 11:45 Innovation call + Q&A session

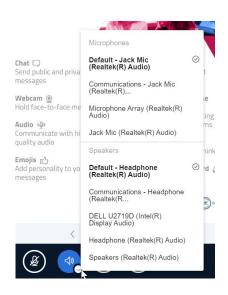11:45 - 12:25 Business Creation + Q&A session

12:25 - 12:30 Closing remarks

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Call for Proposals 2023

eitmanufacturing.eu

Good morning!

Can't speak? If you have a headphone icon next to your name or in the button below the presentation screen, you are in 'listen only' mode. To enable your microphone, click on the leave audio button and then join audio again, selecting 'microphone' in the popup.

Can't hear? Please check that you are connected to the right microphone and speaker source by clicking the little arrow under the audio button.

Have a question? You can write in the public chat on the left side or raise your hand via the button in the bottom right corner.

EIT Manufacturing Business Plan 2023-25

Our first multi-annual (3-years) Business Plan

- Long-term planning
- Flexible portfolio management
- More ambitious activities

2nd Call 2023 thematic content

Proposals for **innovation** activities in the areas of:
- Automation for human-centered factories
- Smart technologies for circular and green manufacturing
- Innovative solutions addressing industrial challenges caused by global crises

Proposals for **Business Creation** are meant to pilot the establishment of a manufacturing startup pre-acceleration programme through the coordination of 5 pre-selected virtual incubation activities toward building the strongest Virtual Industry 4.0 Incubator.

Proposals for **education** activities in the areas of:
- Innovation and Entrepreneurship Skills for Manufacturing (Skill-driven Learning): Complete digital learning program to support learners to develop the competencies for transforming innovations into products and services in the manufacturing sector
- Circular Manufacturing (Skill-driven Learning): Didactic game for creating awareness and developing basic skills in Circular Economy and sustainability in manufacturing shopfloor workers.
- Skills for EIT Manufacturing thematics (Skill-driven Learning): Upskilling and reskilling of current workforce in the manufacturing sector by supporting leaners in the development of the needed technical skills.
- Summer School for EIT Manufacturing Master School programmes and Doctoral School annual programme 2023 (Pioneering Learning Journeys): innovative added value modules for EIT Labelled programs.

2nd Call 2023 timeline

- Single stages submission
- Independent experts review
- Results to applicants
- Successful proposals reviewed
- Approval from SB and PA

5th September 2022	Call info day
9th September 2022	Call Opens
19th September 2022	Call Q&A sessions
10th November 2022, 19:00 CET	Submission deadline for full proposals
19th December 2022	Communication of proposals results
1st January 2023	Selected activity proposals starting date

Wide Ideas – online matchmaking

eit Manufacturing | Co-funded by the European Union | Startpage | All thematics | Search ideas | Participants | Support

Link from AGORA Call for proposal sphere
Post your challenge or solution
Search and comment on ideas
Get into contact with others!

Call for Proposals 2023

Welcome to the Wide Ideas platform

Wide Ideas – online matchmaking

Example of information needed to post a challenge or solution

Only for pre-approved users

Make yourself visible!

Title *

Write a title for your idea

Idea description

Describe your idea

Contact name

Contact email

Organisation

Pillar *

-

Co-Location Center (CLC) *

-

Challenge or Solution *

Activities

- Call 2023 allows for **6 months** up to **1- or 2-year activity proposals**. 2-year activities do NOT need to re-submit a proposal for the second year

- Activities should reflect **Knowledge Triangle Integration** approaches and deliver the expected **KPIs**

- For the 2-year activities, **tangible outputs** are expected to be created **already in the first year**

- Gender inclusiveness, open science, ethics and the "do not significant harm" aspects are included

- **Quarterly reviews** will be performed by EIT Manufacturing in order to thoroughly monitor and assess the activities performed.

Partnerships

- **All entities who are eligible for funding under the Horizon Europe programme can apply**. You don't have to be an existing partner of EIT Manufacturing to apply for funding.

- Consortia should have an appropriate size in terms of the number of partners (in some areas/segments a size might be explicitly indicated)

- Consortia should involve entities geographically based in the least two (2) Co-Location Centres (in some áreas/segments participation might differ)

- One partner takes the lead partner role, acting as the **Activity Leader**

- Additional required roles might be explicitly indicate in some areas/segments (i.e. **Business Owner)**

Partnerships – LTP

At most, the following number of **Linked Third Parties** of a Member may receive funding:

- Large enterprises, research institutes and universities: 5
- Mid-sized companies: 2

Funding considerations

- **Funding cap** for **all organizations** participating in the Call is € 1,500,000

- **Innovation Activities**: consortia have to provide their own contributions to co-fund 30% of the total eligible KAVA costs of the activity

- **Education Activities**: no co-funding is expected. EIT Manufacturing will fund 100% of the eligible KAVA costs of Education Activities for all types of organizations. A co-funding will be assessed positively.

- **Business Creation:** applicant have to provide their own contributions to co-fund 10% of the total eligible KAVA costs of the activity

Financial Sustainability

All proposals should contribute to the financial sustainability of the KIC therefore they should:

- have a credible commercialization strategy, indicating how the service and/or product will reach the market and what will be the impact.

- Provide Financial Sustainability Mechanisms indicating the form of contribution (may include equity shares, fixed sums, etc.)

Evaluation criteria

Independent experts will evaluate the proposals against 5 criteria

Excellence: Novelty with reference to the state of the art / market, clarity and pertinence of the activity's objectives; soundness of the concept, and credibility of the proposed methodology.

Implementation: Quality and effectiveness of the work plan, including appropriate resources assigned to WP, management structures and procedures, including risk and innovation management, the complementarity of participants and extent to which the consortium brings together the necessary expertise; appropriateness of the allocation of tasks.

Impact: The extent to which the outputs of the activity would contribute to each of the expected impacts mentioned in the thematic section under the relevant topic.

Strategic fit: How the activities contribute to the value chain of Manufacturing within European ecosystem. Highlighting both competitive advantage and sustainability. Relevance with the KIC's SOs and the thematic priorities of the Call.

EU dimension: European coverage of the participants and addressing European challenges.

Proposals submission

- **Single stages submission**

  - Call closing full application: 10th November 2022 at 19:00 CET

- Proposals are submitted through the **online submission platform** - available starting 9th September 2022

Information & support

Type of contact	Contact info
Operational questions (Plaza, guidelines, process, eligibility, etc.)	support@eitmanufacturing.eu
Agora sphere form	https://agora-eitmanufacturing.eu/sphere/6rv3u1 (right side bar)

Thank you and good luck with your proposals!

@EITManufactur
@EITManufacturing
eitmanufacturing

Let's make manufacturing innovation happen together!

eitmanufacturing.eu

2nd Call for Proposals 2023

FOCUS ON IMPACT

Scale up and roll out of the training

"Upskilling projects must be scalable by design to ensure a smart workforce"

Mary Cleary
Secretary General
Irish Computer Society

European Commission

FILL UNCOVERED NEEDS

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Mind the gap!

Highlights

General Call	Eligibility requirements
Education	Focused on specific segments for meeting uncovered needs.
	Target groups and added value at the center of the proposal
Education	Segment specific requirements
	Mandatory outputs, deliverables
	Minimum target KPIs
	Workplan timeline
	Type of agreements (Financial Sustainability)

2ⁿᵈ Call for Proposals 2023 - FOCUS

Empower

- **1.1** EIT Labelled Master Programmes (*)
- **1.2** EIT Labelled Doctoral Programmes (*)

NOT INCLUDED IN THE CALL

- **1.10** Flexy Enhance
  - Flexy Enhance

- **1.6** Pioneering Learning Journeys
  - ✓ Master - Summer School 2023
  - ✓ Doctoral School - Annual programme

Connect & Transform

- **1.4** Skills –driven learning
  - ✓ Skills for Manufacturing Call Thematics
  - ✓ I&E skills for Mfg
  - ✓ Circular Manufacturing

- **1.3** Education & training for transforming organizations
  - Education for Tranforming Organizations

NOT INCLUDED IN THE CALL

Engage

- **1.7** Engage Pupils, Society and Other Sectors
  - Pupils & Youngsters
  - Women in manufacturing

NOT INCLUDED IN THE CALL

Each segment have different

- Purpose
- Target groups
- Consortium requirements
- Duration
- Specific Features
- Funding cap

Please refer to the attachments for detailed inputs

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Education – 2nd CfP 2023
Innovation and Entrepreneurship Skills for Manufacturing

Complete <u>digital learning program</u> aim at supporting **learners** in developing innovation and entrepreneurship competencies for <u>transforming innovations</u> into products and services in the <u>manufacturing sector</u>.

Specific Requirements

Target: manufacturing employees and professionals, long-life-learners, students

Duration: 2 years

Partnership: Min 4 entities from at least 3 different countries
- o at least 1 university-TTO (Technology Transfer Office)
- o 1 business school or I&E Expert
- o 1 incubator / Accelerator

Funding cap: 350k€ per year- only 1 proposal will be funded

To keep in mind…

- ✓ Focus in 3 main areas: **idea generation**, **entrepreneurship** (startup creation) and **intrapreneurship** (corporate innovation).
- ✓ Support the development of **transversal skills**
- ✓ Emphasis in the specific requirements of **innovation** and **entrepreneurship** in the **manufacturing sector**
- ✓ Use of **innovative learning** methodologies and approaches
- ✓ Modular training (at least 8 LPs), each module should address one I&E topic and focus on a specific target group.

Education – 2ⁿᵈ CfP 2023
Circular Manufacturing

Didactic/serious game for creating awareness and develop basic skills in **Circular Economy** and **sustainability** in manufacturing **shopfloor workers**

Specific Requirements

Target: Manufacturing shopfloor operators

Duration: 1 year

Partnership: 3 to 6 entities from at least 3 different countries
- Partner with proven experience in didactical/serious games development
- at least 2 end users (manufacturing companies)
- Business owner able to produce and commercialize the product

Funding cap: 300k€ - only 1 proposal will be funded

To keep in mind…

- ✓ The target is shopfloor workers not managers or professionals, their needs and barriers are different
- ✓ The game must be based on at least, 3 meaningful manufacturing use cases representing different sectors
- ✓ User experience must be entertaining and engaging, based on innovative ways of learning
- ✓ Marketable final product

Education – 2nd CfP 2023
Skills for EITM Manufacturing Thematics

Upskilling and **reskilling** of current workforce in the manufacturing sector by supporting leaners in the development of the needed **technical skills**.

Specific Requirements

Target: Manufacturing employees and professionals

Duration: 1 or 2 years

Partnership: Min 3 entities from at least 3 different countries
- o At least 1 end user (manufacturing company)

Funding cap: 250k€ per year

To keep in mind…

- ✓ Focus on a specific target group in order to ensure that the learning experience is tailored

- ✓ Follow EITM learning content guidelines

- ✓ Innovation and entrepreneurship perspective should be integrated in the activity

- ✓ Instructions for the trainers (train the trainers) should be included in the activity

- ✓ Ensure the rollout of the training to a wide number of learners (additional to pilots)

- ✓ Hardware and software must be easily accessible to a wide share of users

Education – 2ⁿᵈ CfP 2023
Pioneering Learning Journeys

Innovative added value modules for EIT Labelled Master and Doctoral School programs, and open to selected external participants, mainly aiming at developing I&E and sustainability competences.

	Summer School for EITM Master School	*Doctoral School annual programme*
Target:	Master of Science students, professionals	PhD students, professionals
Duration:	1 year (summer school 16 days)	1 year
Partnership:	5-10 Partners (Uni, RTO, Ind)	3-8 Partners (Uni, RTO, Ind)

max 3 partners from EITM Master/Doctoral School partner universities

min. 1 partner from RIS Countries
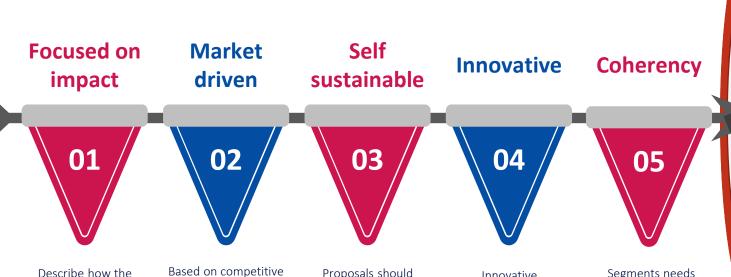
| Funding: | 200k€ - 300k€ (20% for RIS partners) | max 130k€ per programme section (10% for RIS partners) |

Key Aspects for a good proposal

Focused on impact

01

Describe how the proposal will be roll out to a wide audience

Market driven

02

Based on competitive analysis and added value of the target groups (needs & barriers)

Self sustainable

03

Proposals should demonstrate the possibility to self sustain after the funding

Innovative

04

Innovative approaches and wll though learning programmes

Coherency

05

Segments needs (target group) should be reflected and consider throughout the proposal. The KPIs (impact), delivery and outcomes should be consistent

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Key Points: Financial Sustainability

Activities must demonstrate their capacity of being self sustainable and the possibility to support EITM Education infrastructure

How?

✓ By creating **digital learning content** to be commercialized through our digital learning platform **Skills.move** → Digital Content Agreement

✓ Delivering **hybrid/ in presence training** (hands-on, workshops, laboratories...) → Revenue shares

✓ Offering a **product** or **service** to the market→ Revenue shares

Activities with the revenue share mechanism should have an appropriate BUSINESS OWNER

The **Business Owner must** be structured in such way that within its core activities it is foreseen the commercialization of products and services to a wide audience (e.g. not limited to their students in case of universities).

Key Points: Target Group

In line with the mission of the Education Pillar, each segment has a defined target group that ensures covering different needs of the market and not focusing only on university students*

Therefore, it is important to verify that:
- ✓ Proposals focus on specific (non-generic) target groups
- ✓ The needs and barriers of the target group are well recognized (needs and barriers differ among target groups), is not feasible to think that one training can cover all the needs.
- ✓ It is highly advised to involved that the target groups already during the proposal phase in order to ensure that the proposal is **PULLED** by the target needs and not **PUSHED** by the consortium

Market and competitive analysis: it is clue to understand the REAL needs and barriers (not based on assumptions)

University students in this call are targeted only by the Pioneering Learning Journeys segment

Key Points: Innovation

In line with the mission of the Education Pillar, each segment has a defined target group that ensures covering different needs of the market and not focusing only on university students

Therefore, it is important to verify that:
- ✓ The offer of education and training for the same topic(s) and target groups are well analysed
- ✓ The advantages and innovativeness of the proposed activity against the specific State of the Art and the market analysis are clearly identified and illustrated

SoA, Market and competitive analysis: it is clue to claim for the innovativeness

Key Points: Learning Outcomes & Learner-centricity

EIT Manufacturing Education activities should have a **learner-centric approach**
The attention and emphasis is on:

- ✓ The learner not the teacher,
- ✓ Who is the learner, pre-knowledge, entry competences, motivations, needs, barriers (clear identification target)
- ✓ What the learner do (active learning)/will be able to do
- ✓ The proposals should have well defined Learning Outcomes and Final Assessment for evaluating them

SMART
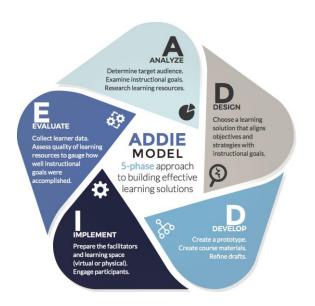Specific — Measurable — Attainable — Relevant — Time Based

"Learning outcomes are statements of what a learner knows, understands and is able to do on completion of a learning process, defined in terms of knowledge, skills and competences."

(Source: European Centre for the Development of Vocational Training – Cedefop)

Key Points: Instructional Designer

For ensuring high quality in the development of the content **ALL** activities (but PLJ) must involve an **Instructional Designer**

Instructional Designer role is to **develop instructional material** for training courses using multimedia technology and authoring tools. They aim to create **instructional experiences** which make the acquisition of **knowledge** and **skills** more **efficient**, **effective**, and **appealing**.

The proposals should clearly describe how the instructional designer is involved throughout the activity with clear evidence in the **work plan**.

The role and profile of an **Instructional Designer** is **different from** the one of a **teacher** or a **professor**. As well, Universities not necessarily cover the role of the instructional designers.

Key Points: EIT Manufacturing Assets

Skills .MOVE

MASTER School

DOCTORAL School

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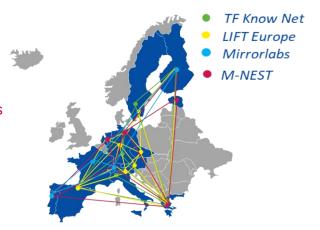Co-funded by the European Union

The Calls are our instrument to create a **collective work**, along flagships, and different but integrated streams

Education activities must make use of **highly innovative education** and **training solutions**; **exploit** and **build on** available **assets**, **resources**, **programs**, **networks** and **collaborations** developed in the **previous years** to generate more value and impact.

Teaching & Learning Factories Networks

- TF Know Net
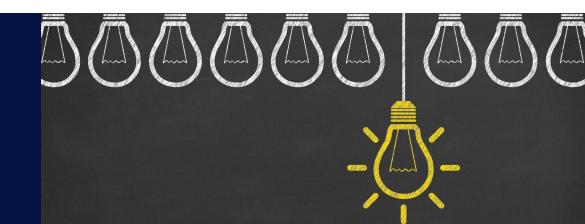- LIFT Europe
- Mirrorlabs
- M-NEST

Thank you!

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Education Program Manager
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2nd Call for Proposals 2023

FOCUS ON

economic, social and environmental

SUSTAINABILITY

Call Guidelines

Mind the gap!

General Call (Chapters 1,2,4,6)

- General condition
- Eligibility requirements
- Submission process and calendar

Innovation (Chapters 3,5)

- Thematic areas (2 areas from previous call + 1 new)
- Expected outcomes & impacts
- Focus on marketable results (mandatory KPI, generate 10k revenue by the end of the activity)
- 1 year duration
- 5 evaluation criteria with a list of sub-criteria

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Innovation – 2nd CfP 2023
Automation for human-centered factories

Develop and implement solutions that put **human needs and interests** at the heart of industrial processes, resulting in a **more inclusive and safe workplace**, with **better working conditions**, increased productivity and flexibility.

To keep in mind

- ✓ Emphasis on **core human needs** rather than technology and its potential to increase efficiency
- ✓ Demonstrate **involvement of end-users** in the needs assessment and validation of the solution
- ✓ Ensure **human-centric approach** and maximise **acceptance**
- ✓ **Social sustainability assessment** is a mandatory deliverable

Focus

Strategic Objectives:
- o **SO1:** Competitive manufacturing skills and social sustainability
- o **SO5:** Manufacturing fit for the digital age

Expected Outcomes & Impacts:
- o Increase human health and well-being at the manufacturing workplace
- o Automation deployed to balance, support, and augment humans
- o Effective human-machine interaction and collaboration
- o ...

Innovation – 2nd CfP 2023
Smart technologies for circular and green manufacturing

Develop and implement solutions to support the industry to significantly <u>reduce GHG emissions</u>, environmental <u>pollution</u>, <u>energy and material consumption</u> as well as to promote the transition to a <u>circular economy</u>

To keep in mind

- ✓ Involve both **manufacturing companies** aiming to reduce the negative environmental impact and **providers of new solutions and business models** to address climate and environmental challenges

- ✓ Focus on **circular economy and new production models**, considering e.g. solutions to reduce material consumption or the introduction of sustainable materials

- ✓ Align with the European initiatives **Green Deal** and **Fit for 55**

- ✓ **Environmental sustainability assessment** is a mandatory deliverable

Focus

Strategic Objectives:

- o **SO4**: Environmentally sustainable manufacturing

- o **SO5**: Manufacturing fit for the digital age

Expected Outcomes & Impacts:

- o Wide-spread implementation of low-carbon technologies

- o Large-scale adoption of new circular business models

- o Access to flexible and decentralised manufacturing capacities

- o …

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Innovation – 2nd CfP 2023

Innovative solutions addressing industrial challenges caused by global crises

Provide innovative solutions to <u>mitigate the challenges</u> caused by the <u>semiconductor shortage</u> and/or <u>energy supply constraints</u>

To keep in mind

✓ Focus on improving the **resilience of the European manufacturing industry**.

✓ Not only solutions to **improve the value chain** but also think about how re-design products and processes to avoid shortage in case of future crises

Focus

Strategic Objectives:

- **SO3:** Globally competitive and resilient manufacturing
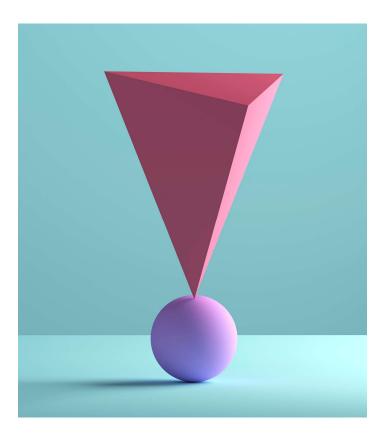
Expected Outcomes & Impacts:

- Reduction of the dependence on chips/energy subject to a global production shortage
- Improvement of Europe's sovereignty regarding critical resources for manufacturing
- …

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Key Points: Innovation Potential

Activities must demonstrate a **high innovation impact potential**
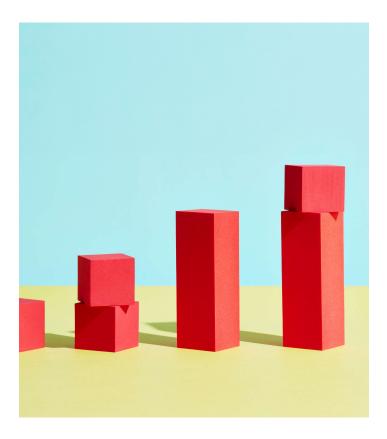
How?

✓ Focus on breakthrough innovations (radical, disruptive, transformative)

✓ That have reached sufficient maturity (TRL >= 6) and need an extra push to be **launched in the market** (TRL >=8)

✓ Leveraging pan-European consortium that includes:

  ▪ 2+ end users

  ▪ Technology provider(s)

Ensure broadest possible **exploitation base**:

✓ Clearly identified market

✓ Diversity of revenue streams

✓ Adaptable solutions to different end users

Key Points: Financial Sustainability

Activities must demonstrate their capacity of being <u>financial sustainable</u> and contribute to the long-term financial sustainability of EIT Manufacturing
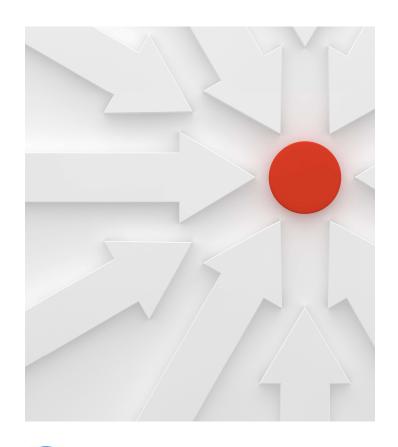
How?

- ✓ Providing accurate and relevant details about **the expected marketable results**

- ✓ Describing and justifying **the revenue generation capacity** over the next 5 years

- ✓ Specifying the contribution to EIT Manufacturing → fixed sum, success criteria, equity shares, etc..

All the activity must have an appropriate <u>Business Owner</u>

The **Business Owner** should be structured in such way that within its core activities it is foreseen the commercialization of products or services to a wide audience

Key Points: KPI

Activities must contribute to the development of <u>sustainable marketable results</u>

Mandatory KPI:

✓ EITHE02.4: Innovations launched on the market with a sales revenue of at least 10 000 EUR documented

Other important KPI:

✓ EITHE04.4: Start-ups created having a financial transaction of at least 10 000 EUR

✓ KIC.G05: Digital Learning Path created

Key Aspect for a good proposal

Impact

Market oriented

Integrate knowledge

Consortium

01

02

03

04

On society, industry, humans and environment

Address users' needs with a plan to reach market traction as soon as possible

Interlink previous results,new businesses and training aspects

Diverse and balanced pan-European consortium, with a strong business approach

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Common mistakes

o Missing mandatory KPIs/Deliverables

o Poor or missing contribution to the Strategic Objectives linked to the call thematic and defined in the Strategic Agenda

o Description of the end users involvement very generic

o Dissemination and communication plan not properly described

o Work plan too generic and not consistent with KPIs, DELs and budget

o Starting from low TRL (<6) and missing information about how to reach TRL>=8 by the end of the activity

o State of the art not well address and very poor competitor analysis

o The revenue plan, the pricing and the financial sustainability plan not detailed enough and without numbers' justification
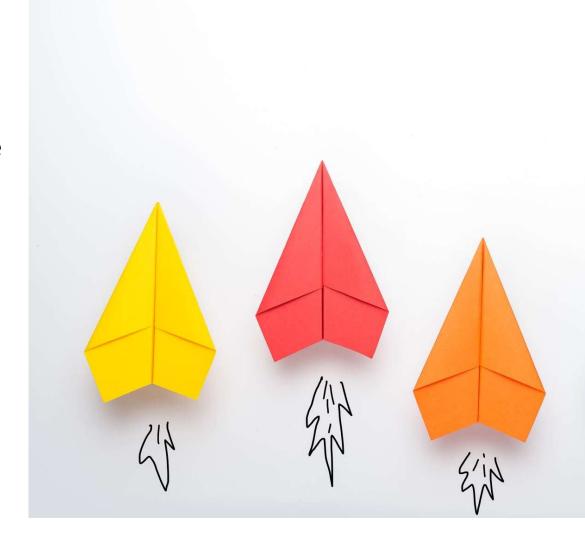
NOW IS TIME TO MAKE THE DISCUSSION REAL AND BRING IT TO WIDE IDEAS

Access to Wide Ideas (link in chat) and propose your ideas!!!

Thank you!

Edoardo Rota
Innovation Manager
Edoardo.rota@eitmanufcturing.eu

eitmanufacturing.eu

Business Creation (BC)

Pre-Accelerator

Dr. h.c. Wolfgang Kniejski,
Senior Business Creation Manager

Gala Maturana,
Senior Business Creation Manager

Silvia Grätz,
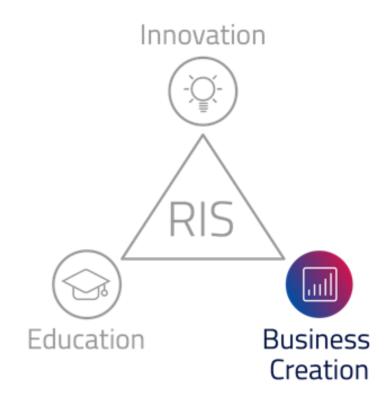*Business Creation Manager*

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Call for Proposals
Info Day

5 September 2022

Business Creation in EIT Manufacturing

Our vision is to empower high-growth, profitable and socially impactful companies. We have engaged with 350+ startups, scaleups and SMEs and actively support 80+ companies. Our services address the innovation needs of small, medium and large corporations.

Innovation

RIS

Education

Business
Creation

Call for Proposals: BC Pre-Accelerator
Objectives (1)

- The objective of the Pre-Accelerator Programme is to launch the next generation of European high-growth manufacturing businesses.

- This activity purpose is to coordinate 5 already existing pre-acceleration programs to address the early-stage needs: young entrepreneurs to create spinoffs and startups (< 2 years old, low commercial revenues).

- The programs are structured to provide hands-on support in three stages:

  (1) opportunity validation (scouting and formation)

  (2) team validation (coaching and mentoring) and

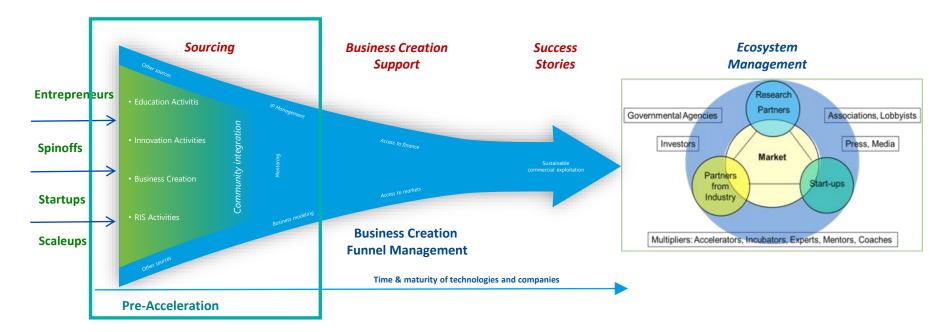 (3) business validation (access-to-market and access-to-finance readiness).

Call for Proposals: BC Pre-Accelerator
Objectives (2)

- It should be run by organizations, which have expertise and capabilities similar to incubators and accelerators.

- The coordination of the pre-acceleration programme should monitor 5 pre-selected pre-acceleration programmes in running the above describes activities and deliver value-adding CREATE services through introducing matured CREATE candidates to the already established so-called dealflow assessment process of the Business Creation pillar.

Call for Proposals: BC Pre-Accelerator
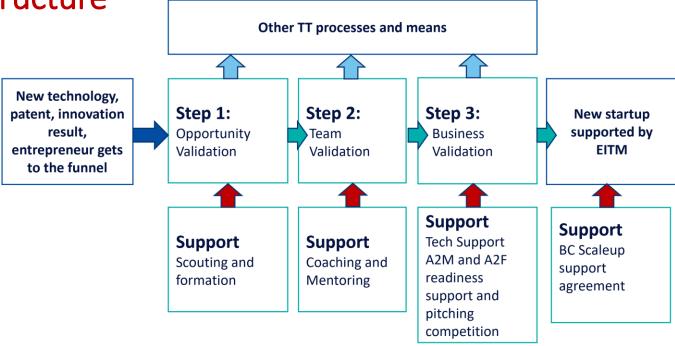## Integaration into the existing funnel management

Call for Proposals: BC Pre-Accelerator
Project Structure

Call for Proposals: BC Pre-Accelerator
Project Structure – Step 1 „Opportunity Validation"

- Technology Assessment (innovativeness, uniqueness, success potential, market definition and testing, impact)

- Development and co-creation assessment (technology development plan)

- IP assessment and IP strategy development

- Funding opportunities for product development

- Entrepreneurship qualification - 1

- Team composition analysis (=> to be intensified in stage 2)

Result: Forming virtual incubation (pre-acceleration) teams

Call for Proposals: BC Pre-Accelerator
Project Structure – Step 2 „Team Validation"

- Coaching need assessment (team needs, development needs, qualification needs, coaching and mentoring needs)

  > Coaching & mentoring plan

- Entrepreneurial assessment

  > to come up with "arguments" for dealflow assessment)

- Entrepreneurship qualification – 2

  > Finalization of Business Model <u>and</u> assessment of business modelling dynamics

- Search for entrepreneurial candidates and team completion

<u>Result:</u> Initial cap table synthesis

Call for Proposals: BC Pre-Accelerator
Project Structure – Step 3 „Business Validation"

- Access-to-Market Assessment
    - Target segments
    - Target customers
    - Target geographies
    - ….
- Access-to-Finance Assessment
    - Target investment profiles
    - Target amounts
    - Target investor's geographies
    - ….
- A2M and A2F piloting actions (and co-creation by occasion)

Result 1: Finalisation of A2M and A2F Roadmap
Result 2: Pitching competition in front of BC team as dealflow assessment

Call for Proposals: BC Pre-Accelerator
Key Outcomes of the BC Pre-Accelerator

- **Business creation and growth** of young entrepreneurial teams

- **Integration** into the Business Creation processes

- **Integration** into European Innovation Ecosystems

- **Increased collaboration** between European ecosystem stakeholder

- **Increased market awareness**

- **Increased investors readiness**

- **Promotes success stories**

- **Enhanced capacities** and strengthened Business Creation processes

- **Triangle cooperation** and pillar integration

Call for Proposals: BC Pre-Accelerator
Expected outcomes and impact (1)

- The programme should support 30 early stages activities / startups (ready to create a viable business, not innovative activities which are already financed under the Innovation pillar) starting in 2023.

- At least 50% of the supported early-stage ventures / startups shall be from RIS countries.

- The concept should be evaluated at the end of the activity to prepare a decision how future pre-acceleration services shall be structured and organized by the BC pillar to be scalable for the following years.

- It is highly recommended to limit the deliverables to a maximum of 10 candidate companies to be introduced to the dealflow assessment process of the Business Creation pillar (thereof minimum 50% from RIS countries).

Call for Proposals: BC Pre-Accelerator
Expected outcomes and impact (2)

- The deliverables enumerated below are strongly recommended and can be complemented with other Deliverables that the Proposers consider valuable and necessary:
    - SWOT assessment of companies / activities selected into the programme
    - Product / technology ideation or development report
    - Commercial activities engagement report
    - Mentoring & Consulting report
    - Report of social impact from the KIC activity

Call for Proposals: BC Pre-Accelerator
Eligible costs

The total budget for this call will be 100,000€.

The consortium will need to submit the total budget and the breakdown per cost category:

- Employee costs,

- Travel expenses,

- Costs of goods and services,

- Indirect costs (fixed rate of 25% on the above costs),

- Subcontracting (to the limit of 20.000 Euros),

Call for Proposals: BC Pre-Accelerator
Evaluation criteria

<u>Excellence:</u> Novelty with reference to the state of the art / market, clarity and pertinence of the activity's objectives; soundness of the concept,and credibility of the proposed methodology.

<u>Impact:</u> The extent to which the outputs of the activity would contribute to each of the expected impacts mentioned in the work programme under the relevant topic.

<u>Implementation:</u> Quality and effectiveness of the work plan, including extent to which the resources assigned to work packages are in line with their objectives and deliverables; appropriateness of the management structures and procedures, including risk and innovation management; complementarity of the participants and extent to which the consortium as whole brings together the necessary expertise; appropriateness of the allocation of tasks, ensuring that all participants have a valid role and adequate resources in the activity to fulfil that role.

<u>Strategic fit:</u> How the activities contribute to the value chain of Manufacturing within European ecosystem. Highlighting both competitive advantage and sustainability. Relevance with the KIC's SOs and the thematic priorities of the Call.

<u>EU dimension:</u> European coverage of the participants and addressing European challenges.

Call for Proposals: BC Pre-Accelerator
Evaluation criteria

Evaluation criteria assessed by the independent experts (80%):

- Excellence, novelty, and innovation (20%)

- Impact and financial sustainability (25%),

- Quality and efficiency of the implementation, including sound financial management (25%),

- Strategic fit (20%),

- European dimension (10%),

Strategic evaluation criteria assessed by the EIT Manufacturing Management Team (20%):

- Portfolio fit (50%),

- Partnership ecosystem (50%).

Call for Proposals: BC Pre-Accelerator
Mandatory KPIs

KPI	Short title	Target
EITHE03.1	Supported Start-ups/Scale-ups	30
EITHE03.2-EITRIS	EIT RIS Start-ups/scale-ups Supported	15
EITHE06.1	Investment attracted by KIC supported start-ups/scale-ups	100.000€
E06.2-EITRIS	investment attracted by KIC supported EIT RIS start-ups/scale-ups	50.000€

Call for Proposals: BC Pre-Accelerator
Additional KPIs

KPI	Short title	Target
KIC.B01	Manufacturing clients introduced to start-ups and SMEs, through the KIC Activity	15
KIC.B02	Deals (business transactions) initiated by startups and SMEs, through the KIC Activity	0
KIC.B03	"Qualified Business Analysis" delivered, through the KIC Activity	30
KIC.B04	Business Creation reputation building events organized through the KIC Activity	2

Thank you!

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