

# Business Plan 2023 – 2025

## 1st EIT Manufacturing Call 2024 for Innovation proposals

EIT MANUFACTURING- FINAL VERSION *Corrected on 01/06/2023.*



## Version history

Date	Comments
18 April 2023	<p>Links to the submission tool are included.</p> <p>Paragraph 3.3 modified.</p> <p>Paragraph 3.9 modified.</p>
01 June 2023	<p>Paragraph 2.4 modified on affiliated entities.</p> <p>Paragraph 3.2 modified to specify that the % indicated refer to the allocation of the call budget.</p> <p>Paragraph 3.9 modified to fix the % of revenue share to 5%, further specify the counterpart of the financial sustainability and include the possible of equity share for the 25% due during the first 2 years.</p> <p>Paragraph 3.10 modified to include the reference to a new supporting document made available on the call webpage: Activities Monitoring Process Guidelines</p>

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# Abbreviations

BP	Business Plan
CLC	Co-Location Centre
EC	European Commission
ESR	Evaluation Summary Report
EU	European Union
FSM	Financial Sustainability Mechanism
IER	Individual Evaluation Report
KIC	Knowledge and Innovation Community
KPIs	Key Performance Indicators
MGA	Model Grant Agreement
MT	Management Team
PMO	Programme Management Office
RIS	Regional Innovation Scheme
SO	Strategic Objectives

## Keywords

<b>Activity</b>	Everything that EIT Manufacturing does is organized into Activities. Each Activity belongs to one Segment, and each Segment to one Area. Each Activity should contribute to the integration of the knowledge triangle of innovation, education, and business creation.
<b>Activity Leader</b>	The Activity Leader is the person nominated for each activity as the main contact point between the entities involved in the activity and EIT Manufacturing. This person is affiliated with the Lead Partner of the activity. The Activity Leader can nominate or revoke an unlimited number of contacts from the entities involved in the activity.
<b>Area</b>	EIT defines several areas in which it operates: Education; Innovation and Research; Entrepreneurship; Communication, Dissemination, and Outreach; Regional Innovation Scheme; and Management and Coordination.
<b>Business Plan</b>	The document specifies the detailed plan of EIT Manufacturing for the upcoming years. Based on the draft Business Plan submitted in September (and some other criteria) EIT decides on the budget available to EIT Manufacturing in the following years. The Business Plan will then be adjusted to match the assigned budget and forms the basis for the internal activity agreements of EIT Manufacturing with its partners.
<b>Call for Proposals</b>	The call is the instrument used to allocate grant funding by EIT Manufacturing to consortia of organizations, individuals, or third parties to support the deployment and development of the Strategic Agenda through activities. EIT Manufacturing uses two types of calls: (1) general call aligned with the corresponding Business Plan (BP). This type of call involves the different Thematic Areas of EIT Manufacturing (before the year of BP implementation), and (2) ad-hoc call, normally involving only one Thematic Area, which aims to complete or balance the portfolio outlined in the respective BP, through the allocation of the non-committed budget of the BP or the allocation of additional funding not initially included in the respective BP (during the year of the BP implementation).
<b>Call Guidelines</b>	Document where any call for proposals' terms, conditions, and criteria are defined and stated according to the principles of transparency,

	equal treatment, open competition, and sound procedural management.
<b>Call Report</b>	Document summarising the results of the call and its most important outputs, including the ranking list.
<b>Co-Location Centre</b>	Co-Location Centre/affiliate of EIT Manufacturing
<b>Deliverable</b>	Deliverables are documents encapsulating the outputs (e.g., building blocks of the proposal information or data mapping, a design report, a technical diagram, an infrastructure or component list, or a software release upon which the product/solution or service depends) that must be produced during the activity lifecycle.
<b>EIT Manufacturing partner</b>	A member of the EIT Manufacturing Association (Core or Associate Partner under the Article of Association conditions)
<b>Evaluation Process</b>	The process by which EIT Manufacturing examines the quality of a proposal to decide if it should receive EIT funding.
<b>Evaluation Panel</b>	Group of normally 3 evaluators + 1 rapporteur with specific expertise in a specific area/segment of the call, aiming to evaluate a set of eligible proposals submitted to a call.
<b>Evaluation Report</b>	A written report, covering all proposals and the process behind the individual evaluation results from the consensus meetings (an evaluation panel comprising evaluators and a rapporteur) that is forwarded to the EIT Manufacturing Management Team.
<b>Evaluation results list</b>	List of proposals in order of scoring, based on the evaluation process results.
<b>Evaluation Summary Report</b>	Following the completion of the evaluation process, a final Evaluation Summary Report is made for each proposal, summarising the proposal's strengths, weaknesses, risks, and commercial and social value. It is an expert deliverable drafted by the rapporteur and presents the consensus on a specific proposal.
<b>Individual Evaluation Report</b>	Applications to the calls are assessed individually by external expert evaluators according to the terms and criteria stated in the call for proposals text. Each evaluator issues individual reports for each eligible application.
<b>Key Marketable Innovation</b>	Key Marketable Innovation (KMI) is an innovative concept, product, or solution that has been identified and prioritized due to its high potential to be commercialized and generate revenue in the

	marketplace. KMIs typically offer unique features or benefits that differentiate them from existing solutions and address unmet needs or opportunities in the market. KMIs are innovations that have a high potential for commercialization, as they offer a valuable solution or improvement to a market need, and can generate significant economic value for the organization that develops and markets them.
<b>Key performance indicators (KPIs)</b>	Set of indicators used to measure how effectively a consortium is meeting the objectives. There are 2 sets of KPIs: the EIT Core KPIs defined by the EIT that reflect the EIT operational objectives for education, entrepreneurship, and innovation, and the KIC specific KPIs defined by EIT Manufacturing that reflect the societal challenge that the KIC is addressing. KPIs need to be reported.
<b>KIC</b>	“Knowledge and Innovation Community” – EIT Manufacturing is one of the 9 KICs that operate under the regulations of EIT.
<b>Milestone</b>	Control points to chart progress. They may correspond to the completion of a key deliverable that allows the next phase of work to begin.
<b>Model Grant Agreement</b>	Model Grant Agreement is used in the Horizon Europe programme financed by the European Commission.
<b>Panel review</b>	All the written external evaluations are discussed in a consensus meeting where the points of scoring, convergence, and divergence are discussed and debated. The evaluation panel reviews all the individual evaluations made on submitted proposals and reaches a consensus about their scoring and ranking. The results of the panel review are set out in the minutes and the call report.
<b>Pillar</b>	Used as a synonym for Area
<b>Ranking list</b>	Ranking of proposals selected for funding by the EIT Manufacturing Management Team.
<b>Rapporteur</b>	Member of the evaluation panel who facilitates the discussion during the consensus meeting by synthesizing the individual evaluations of the panel experts and writing the minutes and the evaluation summary report including the evaluation results for each proposal as per the conclusions of the panel.



# 1. Call summary

**Disclaimer:** This document provides the applicants with detailed information on the 1<sup>st</sup> EIT Manufacturing Call 2024 for Innovation proposals for the EIT Manufacturing Business Plan 2023-2025. The information given is subject to revision, according to new potential rules or requirements provided by EIT and/or by the EC.

Call for Proposals main Features	
Dates	<p><b>Call publication:</b> 03<sup>rd</sup> April 2023</p> <p><b>Call opening:</b> 18<sup>th</sup> April 2023 at 10 AM CEST</p> <p><b>Call closing:</b> 19<sup>th</sup> June 2023 at 5 PM CEST</p> <p><b>Eligibility and admissibility check:</b> by 22<sup>nd</sup> June 2023</p> <p><b>Evaluation of proposals:</b> during July 2023</p> <p><b>Communication of results:</b> by 01<sup>st</sup> August 2023</p> <p><b>Selected activity proposals start date:</b> 1<sup>st</sup> January 2024</p>
The total budget allocated to this call	EUR 5.5 million
Links to the submission tool	<p>New Organization? Register here</p> <p>New person?<sup>1</sup> Register here</p> <p>Log in to the submission tool</p>
List of documents to be submitted	<ul style="list-style-type: none"><li>• Application form to be completed on the submission tool.</li><li>• Business Owner deck template</li><li>• GANTT template</li></ul>

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<sup>1</sup> It applies to new persons of registered organizations

<p><b>List of documents to take into consideration</b></p>	<ul style="list-style-type: none"> <li>• Call Q&amp;A</li> <li>• Horizon Europe Model Grant Agreement</li> <li>• EIT Manufacturing Strategic Agenda</li> <li>• Appeal and redress procedure</li> <li>• Eligibility of expenditures</li> <li>• Declaration on honour on eligibility, exclusion, and selection</li> <li>• List of KPIs</li> <li>• Financial Support Agreement</li> <li>• Activities Monitoring Process Guidelines</li> </ul>
<p><b>Evaluation criteria</b></p>	<p><i>Evaluation criteria assessed by the independent experts:</i></p> <ul style="list-style-type: none"> <li>• Excellence</li> <li>• Impact</li> <li>• Quality and efficiency of the implementation</li> <li>• Strategic fit</li> <li>• European dimension</li> </ul>

## 2. General conditions

### 2.1 EIT Manufacturing mission and strategic objectives

#### Mission

EIT Manufacturing will put Europe at the centre of a global revolution and boost manufacturing innovation in Europe by connecting people with skills, technologies with markets, and innovators with investors. Technological progress is now exponential, and it is changing the industrial, social and competitive landscape faster than ever before. Our aim is not only to adapt to this revolution but to lead it. To do so, we need to overcome value network fragmentation and bring stakeholders together. We need to make better use of our knowledge and our strengths to create value and deploy agile mechanisms to accelerate and steer innovation, shaping the future role of manufacturing in our society. With the needs, concerns, and ideas of the economy and society at its core, the mission of EIT Manufacturing is to empower its partners and stakeholders to fundamentally transform the manufacturing system and meet the global demands of present and future generations. In 2023, EIT Manufacturing has launched a Call for Proposals (for Activities to be executed starting in 2024) always keeping in mind and building upon the experiences and lessons learnt from previous years. Our goal is to drive the community one step further in the achievement of its long-term goals. Activities of EIT Manufacturing are aimed towards achieving the strategic objectives of the Knowledge and Innovation Community (KIC). The programmes are the instruments to implement the activities of EIT Manufacturing. Proposals addressing the Call 2024 will be solicited through an open and transparent call process open to all entities who are eligible for funding under the Horizon Europe programme. This document describes the goals and the process of the call, as well as an outline of how an ambitious, convincing, and integrated portfolio of Activities will be selected. The chosen Activities will start in 2024.

All activities of EIT Manufacturing serve the purpose of targeting four focus areas – its flagships – to help solve the most pressing challenges for a greener and more competitive European manufacturing and society.

- **Flexible Production Systems for Competitive Manufacturing.** Emerging technologies enable almost limitless flexibility in product design and production, allowing full customisation.

- **Low Environmental Footprint Systems & Circular Economy for Green Manufacturing.** Using new technology to minimise the use of resources, energy, and material in production systems enables new circular business models.
- **Digital & Collaborative Solutions for Innovative Manufacturing Ecosystems.** Collaboration and business on digital platforms and value networks enable companies to create new and highly efficient value chains.
- **Human-machine co-working for socially sustainable manufacturing.** Smart use of automation and robots enables great workplaces, flexible production, and sustainable human work.

Further details on the strategic focus of the Innovation Thematic Pillars are given in Section 3.

### Strategic objectives

Five strategic objectives (SOs), as set out in the Strategic Agenda 2021-2027, steer our activities and ambitions, and will help respond to major challenges shared by the manufacturing industry and society.

- SO1 - Competitive Manufacturing Skills and Social Sustainability
- SO2 - Powerful Manufacturing Innovation Ecosystems
- SO3 - Globally competitive and resilient manufacturing
- SO4 - Environmentally sustainable manufacturing
- SO5 - Manufacturing fit for the Digital Age

## 2.2 Knowledge triangle integration

EIT Manufacturing aims to promote solid consortia of European education, research, and business entities (the 3 sides of the Knowledge Triangle), either in the composition of the activities consortia or in the expected impact of the activities' results.

## 2.3 Eligible entities

### Entities eligible to participate<sup>2</sup>

Any legal entity, regardless of its place of establishment, including legal entities from non-associated third countries or international organisations is eligible to participate (whether it is eligible for funding or not), provided that the conditions laid down in the Horizon Europe Regulation<sup>3</sup> have been met, along with any other conditions laid down in the specific call topic.

A 'legal entity' means any legal person created and recognised as such under national law, EU law, or international law, which has legal personality, and which may, acting in its name, exercise rights and be subject to obligations.

### Entities eligible for funding

To be eligible for funding, applicants must be established in one of the following countries at the time of proposal submission:

- the Member States of the European Union, including their outermost regions:  
Austria, Belgium, Bulgaria, Croatia, Cyprus, Czechia, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden.
- the Overseas Countries and Territories (OCTs) linked to the Member States.
- the countries associated with Horizon Europe and the low- and middle-income countries<sup>4</sup>;

### Consortium composition

Only legal entities forming a consortium are eligible to participate in actions provided that the consortium includes at least 3 legal entities independent from each other and each established in a different country as follows:

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<sup>2</sup> Based on the Council Implementing Decision (EU) 2022/2506) on measures for the protection of the Union budget against breaches of the principles of the rule of law in Hungary, effective as of 16th December 2022, ***no legal commitments shall be entered into with any public interest trust established on the basis of the Hungarian Act IX of 2021 or any entity maintained by such a public interest trust.***

<sup>3</sup> Regulation (EU) 2021/695 of the European Parliament and of the Council of 28 April 2021 establishing Horizon Europe (OJ L 170 , 12.5.2021, p. 1)

<sup>4</sup> See the Horizon Europe List of Participating Countries on the Portal for an up-to-date list of these countries [https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/guidance/list-3rd-country-participation\\_horizon-euratom\\_en.pdf](https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/guidance/list-3rd-country-participation_horizon-euratom_en.pdf)

- at least 1 independent legal entity established in a Member State; and
- at least 2 other independent legal entities, each established in different Member States or Associated Countries.

Please consider that:

- for applicants based in the United Kingdom their participation follows the conditions of the UKRI Guarantee funding described here
- for applicants established in Switzerland their participation is not currently covered by an EU agreement and, as a matter of consequence, applicants established in Switzerland are not eligible for EU funding.

All EIT Manufacturing partners are eligible to apply for funding, nevertheless, an entity does not need to be an EIT Manufacturing partner to apply for funding.

Additional consortia specific conditions apply and are explained in section 3.3

## 2.4 EIT Manufacturing membership

All entities of selected proposals are asked to be part of the EIT Manufacturing community and to choose one of the following partnership models (and related annual fee) when initiating their projects:

### Core partner (voting right, privileged access to services, representatives in the KIC governance)

▪ Large enterprises, research institutes, and universities	50,000 €
▪ Mid-sized companies (< 2,000 FTE)	30,000 €
▪ SME (< 250 FTE, turnover < 50M€ or balance sheet < 43M€)	15,000 €

### Associated partner (no voting right, restricted access to services)

▪ Large enterprises, research institutes, and universities	35,000 €
▪ Mid-sized companies (< 2,000 FTE)	20,000 €
▪ SME (< 250 FTE, turnover < 50M€ or balance sheet < 43M€)	10,000 €

More information on the partnership models is available on the website<sup>5</sup>.

<sup>5</sup> <https://www.eitmanufacturing.eu/partners/partnership-models/>

Please note that the total maximum EIT funding per year for all entities participating in the 2024 Calls is € 1,500,000.

Under Horizon Europe, **Linked Third Parties/affiliated entities** <sup>6</sup> are eligible to participate in the proposal activities.

At most, the following number of Linked Third Parties/affiliated entities of a Core Partner may receive funding per year through the 2024 Calls:

- Partners being large enterprises, research institutes and universities: 5
- Partners being mid-sized companies: 2
- Partners being SMEs: 1

If an affiliated entity is involved in a proposal, it means that:

- the affiliated entity carrying out the work shall be the included in the proposal as participant (not the Core Partner)
- according to the Financial Support Agreement, the Core Partner receives the EIT funding for the work to be carried out by the affiliated entity then disburses the appropriate amounts to the affiliated entity based on their internal agreements. The core partner is responsible for ensuring that the funds are used for the purposes outlined in the proposal and in accordance with the Financial Support Agreement.

**Please take this into account when creating the proposals.**

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<sup>6</sup> Linked Third Parties, called Affiliated Entities under Horizon Europe, are either:

- entities that together legally conform to the sole beneficiary (i.e. partner). Ex: Entities A and B form entity C. All three entities (A, B and C) are Affiliated Entities
- or eligible entities that have a legal or capital link to the beneficiary that is neither limited to the action nor established for the sole purpose of its implementation.

## 2.5 Applicants' registration process

Before submitting a proposal, all applicants (Activity Leader and consortium members) must register on the EU Participant Portal and obtain a PIC number<sup>7</sup> on the submission tool<sup>8</sup>.

If you have already participated in projects funded by the EU before and have your PIC number validated, you can proceed with the registration of your organisation on the submission tool. Please make sure that the information that you are providing on the submission tool is consistent with the legal information connected to your PIC (legal name, VAT, registration number, legal address, LEAR – legally appointed representative responsible for updating the organisation's information on the EU participant portal). If this is your first time participating in an EU-funded project or your organisation cannot access your already validated PIC and there are updates to the organisational data that need to be done, you need to register/re-register your organisation.

Primary registration of your PIC number takes about 10 minutes, and your PIC number is generated within another 10 minutes and will be sent to the email address that you have indicated during the registration. All new PIC numbers get assigned a status of "Declared", which means your organisation has not been fully validated, but the new PIC number can already be used during your proposal submission.

**Please note that, if your proposal is successful, the information provided when registering your organization will need to be validated. EIT Manufacturing will contact you to submit the needed supporting documents.**

## 2.6 Gender equality and inclusiveness

As per Horizon Europe Regulation, legal entities from Member States and Associated Countries **that are public bodies and public or private research organizations or higher education establishments must have a gender equality plan**, covering the following minimum process-related requirements:

- publication: a formal document published on the institution's website and signed by the top management.

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<sup>7</sup> <https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/how-to-participate/participant-register>

<sup>8</sup> Links to the submission tool are provided on the page 8.



- dedicated resources: commitment of resources and expertise in gender equality to implement the plan.
- data collection and monitoring: sex/gender-disaggregated data on personnel (and students, for the establishments concerned) and annual reporting based on indicators.
- training: awareness-raising/training on gender equality and unconscious gender biases for staff and decision-makers.

Content-wise, it is recommended that the gender equality plan addresses the following areas, using concrete measures and targets:

- work-life balance and organizational culture.
- gender balance in leadership and decision-making.
- gender equality in recruitment and career progression.
- integration of the gender dimension into research and teaching content.
- measures against gender-based violence, including sexual harassment.

A self-declaration will be requested at the proposal stage and the gender equality document will be requested if the activity is funded. If all the above-mentioned mandatory requirements are met through another strategic document, such as a development plan or an inclusion or diversity strategy, it can be considered equivalent. This requirement does not apply to other categories of legal entities, such as private for-profit organisations, including SMEs, non-governmental, or civil society organisations.

Applicants must also take all measures to promote equal opportunities between men and women in implementing the proposal and, where applicable, in line with their gender equality plan. They must aim to achieve, to the extent possible, a gender balance at all levels of personnel assigned to the proposal, including at the supervisory and managerial levels.

## 2.7 EU taxonomy for sustainable activities

Proposals are expected to comply with the 'do no significant harm' principle as per Article 17 of Regulation (EU) No 2020/852 on the establishment of a framework to facilitate sustainable investment (i.e. so-called EU Taxonomy Regulation<sup>9</sup>). Proposals are expected

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<sup>9</sup> <https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=celex:32020R0852>

to be designed in a way that does not significantly harm to any of the six environmental objectives of the EU Taxonomy Regulation.

- a) climate change mitigation;
- b) climate change adaptation;
- c) the sustainable use and protection of water and marine resources;
- d) the transition to a circular economy
- e) pollution prevention and control;
- f) the protection and restoration of biodiversity and ecosystems.

## 2.8 Ethics

For all activities co-funded by the EU, the ethical dimension is an integral part of the work from beginning to end, and ethical compliance is seen as pivotal to achieving real excellence. When preparing a proposal, it is required to read through the EU Ethics Self-assessment guide to check the compliance of your activities with:

- human rights and protection of human beings
- animal protection and welfare
- data protection and privacy
- health and safety
- environmental protection
- artificial intelligence

In case ethical issues concern your proposal, you shall describe how you will address them.

## 2.9 Open science and social science

**Open science practices** could be implemented as an integral part of the proposal. According to the Horizon Europe Programme Guide, Open science is an approach based on open cooperative work and systematic sharing of knowledge and tools as early and widely as possible in the process. Open science practices include early and open sharing of research (for example through preregistration, registered reports, preprints, or crowd-sourcing); research output management; measures to ensure reproducibility of research

outputs; providing open access to research outputs (such as publications, data, software, models, algorithms, and workflows); participation in open peer-review; and involving all relevant knowledge actors including citizens, civil society and end users in the co-creation of R&I agendas and contents (such as citizen science).

Please note that this does not refer to outreach actions that may be planned as part of communication, dissemination, and exploitation activities. If you believe these practices are appropriate for your proposal, please acknowledge it in the submission phase.

Your proposal could be contributing to the **social sciences or/and the humanities dimension** of EIT Manufacturing. If you believe this dimension, as described in the Horizon Europe Programme Guide, is appropriate for your proposal please acknowledge it in the submission phase.

# 3. Call specific conditions

## 3.1 Call thematic and expected results

### Topic 1: Optimising production processes and increasing resources efficiency through digital solutions

#### Purpose

European manufacturing is challenged by rapid market changes, unpredictable product demands and shorter supply chains. At the same time, the green energy transition has been accelerated due to the current energy crisis and geopolitical unrest.

In this context, optimisation of production processes is key to make the shift towards flexible manufacturing systems and to allow responding in real time to dynamic needs. Simultaneously, resource efficiency is key for the future of European manufacturing not just to protect the environment but also to remain competitive.

To address this challenge and transition, digital solutions can play an important role. They can support prediction, optimise decision-making and produce better data-driven insights. As a result, production processes can be optimised and become more efficient, problems can be anticipated and solved early-on, and the use of energy and resources can be decreased, helping at the same time to reduce negative environmental impacts.

Proposals under this topic relate to the SO3 'Globally competitive and resilient manufacturing', SO4 'Environmentally sustainable manufacturing' and SO5 'Manufacturing fit for the Digital Age'.

#### Topic description

The following two types of proposals are expected:

1) The development and commercialisation of real-time digital twins and solutions based on artificial intelligence that allow the monitoring of manufacturing processes and help configure changes in production lines in real-time. The result is a more efficient production process at the factory level, allowing for a shift to flexible manufacturing, given the ability of digital twins and related digital technologies to predict, anticipate and adapt not only at machine level.

When other systems are already deployed at firm level (e.g. ERP, MES), solutions are expected to be connected in a meaningful and actionable way, enabling interoperability between new and legacy systems.

Finally, the solution should support decision-makers and the proper execution of activities. Applicants are expected to define and implement a method to leverage the vast amount of gathered data to make efficient use of it.

II) The development and commercialisation of solutions with the objective of improving energy and resource efficiency. Digital systems can forecast energy demand, control energy usage and reduce it during peak hours but also drive more efficient use of natural resources, raw materials and semi-finished products. The result is a more efficient production process at the factory level with a better use of energy inputs and related critical resources. Taking into account the amount of energy that AI requires, it's crucial to evaluate whether the benefits justify the costs by utilizing appropriate metrics.

The applicants, once the topic has been selected in the submission system, should specify for which type of proposal they are applying via a drop-down menu.

#### Expected outcomes & impacts

Proposals under this topic should demonstrate that the activity will contribute to several of the following expected outcomes:

- Enhance overall factory efficiency
- Provide insights to help initiate refinements before production
- Shift to flexible manufacturing and rapid response to changes and need for adjustment
- Improve decision-making, prediction and anticipation of needs in energy and resource use

Proposals under this topic should set out a credible pathway for the activity to contribute to one or more of the following expected impacts:

- Reduce waste of resources and environmental burden through optimised production processes
- Increase competitiveness of manufacturing companies in the global economy

## Examples

Some examples of activities that can be addressed include:

- AI system that support forecasting and prediction to avoid peak load and bottleneck, improving energy and resource management in critical scenarios
- Simulation tool to reduce engineering time and material purchase by designing reconfigurable equipment adjusting to new production processes and limit the construction/purchase of new single-use machines.

## Topic 2: Socially sustainable and human-centric manufacturing

### Purpose

The manufacturing industry has the potential to be socially sustainable by adopting human-centric technologies that prioritise the needs of operators and workers. This means placing human values such as safety, reliability, trustworthiness, and control at the centre of technological advancements. By doing so, technologies and new methodologies can enhance human labour and improve operator well-being.

Unfortunately, industrial innovation has historically focused on increasing efficiency and productivity at the expense of workers' changing roles. To build a resilient, sustainable, and human-centred industry, we must shift our approach. Rather than starting with technology's potential to improve efficiency, we should prioritise core human needs and interests in industrial processes.

This human-centric approach involves empowering industrial operators to enhance their skills and competencies. Furthermore, given the changing demographics and rapid technological progress, it is essential to create socially sustainable manufacturing work for all, including for people with disabilities. This requires a new human-centric approach that puts people's needs and interests at the heart of industrial processes, promoting social sustainability and human well-being.

Proposals under this topic relate to the SO1 'Competitive manufacturing skills and social sustainability', SO3 'Globally competitive and resilient manufacturing' and are aligned with the European initiatives 'Green Deal' and 'Fit for 55'.

## Topic description

Selected proposals are expected to develop and commercialise solutions that prioritise human and operator needs. The proposals should support workers by improving productivity, safety, decision-making, and control through human-machine collaboration and advanced technologies, robotics, artificial intelligence, augmented reality, virtual reality and more.

A proposal targeting to offer an XR solution should prioritise content, tools and solutions based on open standards, such as OpenXR and WebXR.

Applicants should understand, from operators, designers, and first line managers, their unmet needs and then describe the benefits of a human-centric solution to achieve a better work environment. The consortium should define metrics and refer to them to measure the improvements in a manufacturing context. The involvement of the end-users and their workers is essential not only for the understanding of the needs but also to overcome resistance to new technologies and methodologies.

The societal impact of the solution proposed should be evident and well-argued, taking into account the benefit for the humans vs. exclusive productivity gains sought by the industry.

In addition, proposals under this thematic need to specifically address responsible research and innovation and ethics aspects, starting from data protection and privacy issues.

## Expected outcomes & impacts

Proposals under this topic should demonstrate that the activity will contribute to several of the following expected outcomes:

- Develop effective human-machine interaction and collaboration relying on mutual understanding.
- Enable industry workforce that is empowered through, and in control of, advanced technologies.
- Increase workplace safety and performance.
- Balance, support and augment humans at work by deploying automation and digitalisation.

Proposals under this topic should set out a credible pathway for the activity to contribute to one or more of the following expected impacts:

- Create safer, more accessible and inclusive work environment that increase employees' well-being.
- Increase human health and well-being at the manufacturing workplace while supporting the retention of older and physically weaker workers in their jobs.
- Make manufacturing seen by a large part of society as an attractive, clean, safe, and high-status job

#### Examples

Some examples of specific types of activities that can be addressed include:

- Process design solutions to improve safety in human-machine collaborative workplaces.
- Programming by doing solutions, enabling operators to rely on no-code or low-code interfaces allowing for complex tasks to be executed.
- Solutions that improve the inclusiveness of the work environment and the ways in which unskilled or low-skilled labour can participate on the shopfloor.

### Topic 3: Environmentally sustainable manufacturing through circular business models and new technologies

#### Purpose

Twin green and digital transition has rapidly progressed, prompting industrial ecosystems to start the implementation of new solutions and redesigning their products and services. This evolution has significant consequences for manufacturing, as products and value chains need to adopt circular, carbon-neutral, and regenerative practices that contribute to positive environmental and societal outcomes, lowering the carbon footprint of forthcoming products. As a result, manufacturing is expected to be a major catalyst in driving this transformational change across industries.

Proposals under this topic relate to the SO3 'Globally competitive and resilient manufacturing' and SO4 'Environmentally sustainable manufacturing'.



## Topic description

The following two types of proposals are expected:

I) The development and commercialisation of new and scalable technologies to improve the efficiency of production processes by reducing resources consumption and increasing the use of recycled materials, both for new production and remanufacturing, including also advanced materials and clean production technologies. The proposals should not only address technologies at factory level but also their integration into the value chain and a strategy to overcome scalability barriers, including data sharing aspects. For this reason, the proposals could also focus on development and commercialisation of specific technologies enabling circular business models that are already demonstrated and in place to succeed. The applicants should consider also quality control and regulatory validation aspects.

II) The development and commercialisation of new and scalable circular business models, taking into consideration the entire life cycle of the products. The proposals could address the development of new products designed with a circular approach and complemented with service innovation, but also new circular models applicable to existing products. Circular design concepts and business models should consider the risks associated with intellectual property litigations, certifications, the right to repair certain categories of products, disassembling products without proprietary or certified tools and propose a mitigation plan. Applicants need to consider the barriers and difficulties of supply and value chain implementation, considering traceability and product knowledge sharing, and providing solutions to overcome them.

The applicants, once the topic has been selected in the submission system, should specify for which type of proposal they are applying via a drop-down menu.

## Expected outcomes & impacts

Proposals under this topic should demonstrate that the activity will contribute to several of the following expected outcomes:

- Foster circularity design in the early product design phases to increase reusability and repairability.
- Facilitate the recycling, reuse and transformation of critical resources, industrial waste and scrap materials into the manufacturing of a new product.
- Increase, ensure and demonstrate robustness (in terms of quality) of refurbished/remanufactured products.

- Create and diffuse knowledge on appropriate material and design choices (for operators and designers) to foster sustainability and repairability.
- Enable remanufacturing businesses to scale.

Proposals under this topic should set out a credible pathway for the activity to contribute to one or more of the following expected impacts:

- Fully adopt green and digital manufacturing and remanufacturing technologies, supporting circular value chains in the entire industrial ecosystem.
- Decarbonise manufacturing industries, in compliance with the Green Deal strategy.

### Examples

Some examples of specific types of activities that can be addressed include:

- Implementation of the Digital Product Passport concept providing relevant data on product life cycle and end-of-life, increasing the return rate of end-of-life products.
- Manufacturing-as-a-service business model implemented in one or more value chains.
- New methodology guidelines and digital solutions to make the remanufacturing of complex products easier.
- Developing and integrating repair and detection technology within the production system.

## 3.2 Duration and TRL<sup>10</sup>

This call is open to proposals with different durations and TRL starting levels.

- **12 months.** The consortium must propose an innovation with a **TRL of at least 7** at the start of the project. The “demonstration in an operational environment” has to be proved by the Business Owner in the “Business Owner deck” attachment.

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<sup>10</sup> [https://ec.europa.eu/research/participants/data/ref/h2020/wp/2014\\_2015/annexes/h2020-wp1415-annex-g-trl\\_en.pdf](https://ec.europa.eu/research/participants/data/ref/h2020/wp/2014_2015/annexes/h2020-wp1415-annex-g-trl_en.pdf)

EIT Manufacturing is expecting to allocate **70%** of the total call budget to fund 12-month activities.

- **24 months.** The consortium must propose an innovation with a **TRL of at least 6** at the start of the project. The “demonstration in relevant environment” has to be proved by the Business Owner in the “Business Owner deck” attachment. EIT Manufacturing is expecting to allocate **30%** of the total call budget to fund 24-month activities.

In both cases, solutions are expected to **achieve TRL 8 or higher** by the end of the activity. The business owner’s involvement and effort in the definition and execution of the commercialisation plan, which is expected to start from activity kick-off, should be described in the workplan.

Different levels of co-funding apply (see Section 3.7)

### 3.3 Applicants profile

Additionally, to the minimum conditions for consortium composition laid down in section 2.3., consortia must include entities geographically based in at least, two different EIT Manufacturing CLCs<sup>11</sup>.

The participants in each consortium must cover, at least, the following roles:

- **Lead Partner.** The organisation in charge of coordinating the consortium through the Activity Leader. The Activity Leader will be the direct contact for EIT Manufacturing and is responsible for the coordination of the consortium, including the implementation of the workplan, the execution of the budget, the submission of the deliverables, the risk management and mitigation and the impact achievements of the overall activity. The role of Activity Leader is open to any entity participating to the call for proposals.
- **End-Users.** At least 2 different organisations that use the key marketable innovation(s) to fulfil a specific need or achieve a business objective in a real-world environment. The end-users must be consumers of the key marketable innovation(s) and each of them must provide at least 1 use case, testing and implementing the innovation(s) in their real industrial environment.
- **Business Owner.** The organisation in charge of the commercialisation of the key marketable innovation(s) with a legal entity established in a Member State or Horizon

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<sup>11</sup> <https://www.eitmanufacturing.eu/in-your-country/>

Europe Associated Country. The Business Owner will be the direct contact for EIT Manufacturing and the consortium for the Financial Sustainability agreement and responsible for the commercialisation plan and its execution. A suitable Business Owner is a for-profit organisation, with a track record in creating new businesses, and in building marketing and commercialisation strategies. The organisation has a deep understanding of the identified market, its competitors, and barriers to entry, and most importantly a proven track record of sales and customers in the target group sector identified by the consortium. All these elements should be clearly described in the proposal (see “Business Owner deck” template)

### 3.4 Core KPIs

Every proposal has to contribute at least to the EITHE02.4 KPI.

In case of 24-month proposal, the minimum target applies to the second year of the activity. Proposing a higher target than the minimum required or in case of 24-month proposal an additional target in the first year, but still credible and justified, will be positively evaluated. Consider that e.g., a target of 2 for EITHE02.4 means that 2 different innovative solutions will be sold.

Please, note that once the KPI value is submitted it will not be possible to amend it (only increase of the value possible); it will remain as is for the target to be achieved by the end of the activity.

KPI	Short title	Minimum Target
EITHE02.4	Number of innovations introduced on the market during the KAVA duration or within 6 months after completion with a sales revenue of at least 10 000 EUR documented	1

In case the above KPI is met by an entity belonging to a RIS countries, the corresponding RIS KPIs EITHE02.2-EITRIS must be included as well. Please note that this is not a supplementary KPIs and only reflect the RIS aspect of the core KPI.

Proposal contributing also to the EITHE04.4 KPI will be positively evaluated.

KPI	Short title	Minimum Target
EITHE04.4	Number of start-ups established as a result/ based on the output of KAVA or start-ups created for the purpose of an	1

innovation project to organise and support the development of an asset having financial transactions of at least 10 000 EUR for services/products (result of the KIC KAVA) sold to customers.

In case the above EITHE4.4 KPI is met by an entity belonging to a RIS countries, the corresponding RIS KPIs EITHE04.2-EITRIS must be included as well. Please note that this is not a supplementary KPIs and only reflect the RIS aspect of the core KPI.

### 3.5 Additional KPIs

Every proposal could contribute to one or more additional KPI listed below

KIC	Short title of KPI	Target
EITHE01.1	Number of innovative products, processes and methods & Intellectual Property Rights (IPR) applications resulting from KIC activities	1
KIC.G05	Number of learning paths created	1

### 3.6 Dissemination, communication, and exploitation of the results of the activities

Applicants needs to respect the provisions of Article 16 regarding the Intellectual Property Rights (IPR) — Background And Results — Access Rights And Rights and Article 17 regarding Communication, dissemination and visibility of the (Model) Grant Agreement<sup>12</sup>.

Applicants should engage in dissemination, communication and exploitation of the results of the activities.

<sup>12</sup> [https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/agr-contr/general-mga\\_horizon-euratom\\_en.pdf](https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/agr-contr/general-mga_horizon-euratom_en.pdf)

**COMMUNICATION, DISSEMINATION AND EXPLOITATION**  
**WHY THEY ALL MATTER AND WHAT IS THE DIFFERENCE?**

**Communication:**  
**Promote your action and results**

Inform, promote and communicate your activities and results

**Reaching multiple audiences**  
Citizens, the media, stakeholders

**How?**

- Having a well-designed strategy
- Conveying clear messages
- Using the right media channels

**When?**  
From the start of the action until the end

**Why?**

- Engage with stakeholders
- Attract the best experts to your team
- Generate market demand
- Raise awareness of how public money is spent
- Show the success of European collaboration

**Legal obligation of your Grant Agreement**

**Dissemination:**  
**Make your results public**

Open Science: knowledge and results (free of charge) for others to use

**Only to scientists?**  
Not only but also to others that can learn from the results: authorities, industry, policymakers, sectors of interest, civil society

**How?**  
Publishing your results on:

- Scientific magazines
- Scientific and/or targeted conferences
- Databases

**When?**  
At any time, and as soon as the action has results

**Why?**

- Maximise results' impact
- Allow other researchers to go a step forward
- Contribute to the advancement of the state of the art
- Make scientific results a common good

**Legal obligation of your Grant Agreement**

**Exploitation:**  
**Make concrete use of results**

Commercial, Societal, Political Purposes

**Only by researchers?**  
Not only, but also:

- Industry including SMEs
- Those that can make good use of them: authorities, industrial authorities, policymakers, sectors of interest, civil society

**How?**

- Creating roadmaps, prototypes, softwares
- Sharing knowledge, skills, data

**When?**  
Towards the end and beyond, as soon as the action has exploitable results

**Why?**

- Lead to new legislation or recommendations
- For the benefit of innovation, the economy and the society
- Help to tackle a problem and respond to an existing demand

**Legal obligation of your Grant Agreement**

What else? Acknowledge the EU funding!

### 3.7 Budget and funding

The total maximum EIT funding allocated to this call is up to 5.5 EUR million. The amounts will be allocated according to the below estimation.

Call Thematic	Indicative Budget	Maximum Total EIT funding per proposal
Topic 1	1.6 EUR million	0.6 EUR million (12-month proposals) 0.8 EUR million (24-month proposals)
Topic 2	1.6 EUR million	
Topic 3	2.3 EUR million	

*The information above is provided for information only and does not constitute any kind of commitment on behalf of EIT Manufacturing. Final EIT funding allocated might vary significantly based on the number of proposals evaluated and selected and other factors.*

*The exact number of activities to be funded will depend on the quality of the proposals received and total funding available.*

Activity proposals submitted to this call are expected to have a minimum co-funding rate as follow:

Project Duration	Minimum co-funding rate
12 months	30%
24 months	40%

The minimum co-funding rate refers to the total project budget.

By co-funding we mean financial contribution other than EIT Manufacturing funding allocation or applicants' own resources.

EIT Manufacturing will transfer funding in instalments. A proportion of the activity budget will be prefinanced. The second instalment is linked to the interim activity monitoring as explained in paragraph 3.10. The last instalment will be transferred at the end of the activity, once eligible costs have been determined and following the completion of final activity monitoring assessment and the fulfilment of all obligations specified in the Financial Support Agreement:

- First instalment, corresponding to 35% of annual EIT funding
- Second instalment, corresponding to 25% of annual EIT funding
- Last payment corresponding to the 40% of annual EIT funding

Funding will be allocated to successful applicants provided that the relevant (Model) Grant Agreement between EIT Manufacturing and EIT is in place.

Prior to the payment, the cumulative funding received by an individual entity in the Business Plan 2023- 2025 for all the EIT Manufacturing projects they participate in will be checked. Whenever an entity reaches a cumulative EIT funding of 430,000€, a Certified Financial Statement (CFS) audit will be requested prior to the payment<sup>13</sup>. The CFS audit will be performed by an external auditor. EIT Manufacturing will provide the reference of the appointed auditor.

The CFS review is independent from the Activity monitoring described in paragraph 3.10.

The scope of the CFS audit is to check the eligibility of the costs reported so far by a specific entity for all projects where they participate, altogether. The first CFS audit will check costs reported up to a specific date "D". A second CFS audit (meaning an entity

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<sup>13</sup> According to Art 24.2 of the Horizon Europe MGA

reaches again a cumulative EIT funding of 430,000€) would check the costs reported from date “D+1 day” to date “D2”, and so on. The result of each CFS audit can be either:

1. No findings are detected. All costs are paid according.
2. The auditor report lists findings: EIT Manufacturing Finance department will decide if the findings correspond to ineligible costs. The decision will be based on conditions for cost eligibility set out in the Horizon Europe Model Grant Agreement and transposed in the document “Eligibility of Expenditure”, which is part of EIT Manufacturing Call for Proposals documentation. In the case that EIT Manufacturing determines that the CFS findings are ineligible costs, these costs are excluded from the amount to be paid to the partner.

### **3.8 Eligibility of expenditures**

For more information about the eligibility of the costs, you can refer to the Horizon Europe (Model) Grant Agreement and in particular Article 6 and the document “Eligibility of expenditures” attached to this call.

### **3.9 Financial sustainability**

EIT Manufacturing’s mandate is to bring successful innovations on the market. To reach that aim and ensure that it will be able to keep supporting innovators in the future, a new Financial Sustainability (FS) mechanism has been defined. This mechanism includes a minimum fixed amount and a variable part to be returned to EIT Manufacturing after the end of the funding period.

All activities should contribute to the financial sustainability mechanism by bringing innovation and new companies in the European market to reinforce the competitiveness, create jobs and develop the appropriate skills for students and professionals.

To ensure this, each proposal should have a credible commercialisation strategy, indicating how the service and/or product will reach the market and what will be the impact.

Activities will receive support from EIT Manufacturing to help them achieve their objectives. This support acts as a counterpart for the revenue shared with EITM, ensuring that the activities have the necessary resources, guidance, and assistance to maximize their chances of success.



To this end, proposals are requested to provide in the submission system the expected revenue projection for the 6 years following the project end date. The experts will review the revenue projection and evaluate whether the innovation impact potential is sufficiently high, and the proposal is worth funding (considering the overall budget).

For this call, proposals are expected to share with EITM 5% of the revenue generated over the 6 years following the project end date. Taking that into consideration, the submission system will calculate automatically the FS projection, applying the 5% to the expected revenue projection over 6 years. The experts will review the overall FS projection and evaluate whether the figures are sufficiently ambitious and the proposal worth funding (considering the overall risk of implementation and commercialization).

The Financial Sustainability Agreement (FSA) and the total amount to be returned to EIT Manufacturing will be based on the FS projection submitted during the proposal phase.

The FSA will therefore be based on the agreed total FS projection and include the following clauses:

- **1<sup>st</sup> year after the end of the activity:** 10% of the total FS projection, or 5% of revenue share applied to first year's revenues if it is higher, will have to be returned, whether the solution is commercialised or not.
- **2<sup>nd</sup> year after the end of the activity:** 15% of the total FS projection, or 5% of revenue share applied to second year's revenues if it is higher, will have to be returned, whether the solution is commercialised or not.
- **From 3<sup>rd</sup> to 6<sup>th</sup> year after the end of the activity:** 5% of revenue share will be applied annually to the revenue generated if the solution is commercialised.

Overall, the total amount returned could be higher than the total FS projection included in the FSA but not lower than 25% of it. This distribution typically occurs in the form of cash. However, in certain specific cases, the option of sharing the 25% in equity instead of cash may be considered. This allows for flexibility in tailoring the financial arrangements to the specific circumstances of the activities.

All proposals must have a formal Deliverable for the signature of the FSA no later than month 9.

Example 1:

- Total expected revenue projection over the 6 years following the end of the activity: 5.000.000 €
- Total FS projection (auto-calculated):  $5.000.000 \text{ €} \times 5\% = 250.000\text{€}$
- 10% minimum to be returned in 1st year:  $250.000\text{€} \times 10\% = 25.000\text{€}$
- 15% minimum to be returned in 2nd year:  $250.000\text{€} \times 15\% = 37.500\text{€}$

*FS Agreement:*

- 1st year: revenue generated = 300.000€. 15.000€ ( $300.000\text{€} \times 5\%$ ) is lower than the minimum to be shared so the amount to be returned = 25.000€
- 2<sup>nd</sup> year: revenue generated = 500.000€. 25.000€ ( $500.000 \times 5\%$ ) is lower than the minimum to be shared so the amount to be returned = 37.500€
- 3rd year: revenue generated = 750.000€, amount to be returned  $750.000\text{€} \times 5\% = 37.500\text{€}$
- 4th year: revenue generated = 900.000€, amount to be returned  $900.000\text{€} \times 5\% = 45.000\text{€}$
- 5th year: revenue generated = 1.000.000€, amount to be returned  $1.000.000\text{€} \times 5\% = 50.000\text{€}$
- 6th year: revenue generated = 1.000.000€, amount to be returned  $1.000.000\text{€} \times 5\% = 50.000\text{€}$

Total amount returned in 6 years = 245.000€

Example 2:

- Total expected revenue projection over the 6 years following the end of the activity: 5.000.000 €
- Total FS projection (auto-calculated):  $5.000.000 \text{ €} \times 5\% = 250.000\text{€}$
- 10% minimum to be returned in 1st year:  $250.000\text{€} \times 10\% = 25.000\text{€}$
- 15% minimum to be returned in 2nd year:  $250.000\text{€} \times 15\% = 37.500\text{€}$

*FS Agreement:*

- 1st year: revenue generated = 550.000€, amount to be returned  $550.000\text{€} \times 5\% = 27.500\text{€}$  (because higher than the minimum 25.000€)
- 2<sup>nd</sup> year: revenue generated = 900.000€. amount to be returned  $900.000\text{€} \times 5\% = 45.000\text{€}$  (because higher than the minimum 37.500€)
- 3rd year: revenue generated = 1.500.000€, amount to be returned  $1.500.000\text{€} \times 5\% = 75.000\text{€}$

- *4th year: revenue generated = 1.750.000€ , amount to be returned 1.750.000€ x 5% = 87.500€*
- *5th year: revenue generated = 2.000.000€ , amount to be returned 2.000.000€ x 5% = 100.000€*
- *6th year: revenue generated = 2.000.000€ , amount to be returned 2.000.000€ x 5% = 100.000€*

*Total amount returned in 6 years = 435.000€*

### 3.10 Activity monitoring

All activities selected for funding undergo continuous monitoring by EIT Manufacturing to ensure effective progress and implementation and to trigger payments (the latter only at interim and final stage) according to the achievement of milestones, deliverables and KPIs.

The monitoring at the end of each quarter will cover several aspects relating to the activity implementation including, but not limited to: achievement of milestones, deliverables and KPIs; risk management; financial management; quality assurance; progress against KPI achievement and impact delivery; communication and dissemination; co-branding; and progress towards commercialisation and exploitation of results.

EIT Manufacturing will request regular reporting of actual costs incurred with the subgrant, as well as regular reporting of KPIs and deliverables, together with the supporting documentation.

The monitoring process may result in an amendment to the Activity workplan and/or budget, however the Financial Sustainability Agreement (please refer to Section 3.9) and the KPIs targets (please refer to Section 3.4) cannot be renegotiated/reduced after the start of the activity.

In the case of under-performance, significant delay of implementation, misconduct of the consortium, or any other reason jeopardizing the timely implementation of the activity identified during the monitoring process, EIT Manufacturing reserves the right to discontinue or restructure the funding of the activity at any point during its duration.

Please note that the “Commercialization Plan” deliverable is mandatory for the midterm evaluation. Activities without the Commercialisation Plan (including updated revenue projections) will be considered as a significant delay of the implementation.

Furthermore, EIT Manufacturing will monitor all activities up to 5 years after activity completion to track long-term impact and the status of commercialisation and to ensure the achievement of KPIs after the activity end.

For more information about the monitoring process, you can refer to the document “Activities Monitoring Process Guidelines” attached to this call.

### 3.11 Mandatory deliverables

The minimum core deliverables expected from an activity are shown below in the table. This provides the minimum requirements on compliance. Additional deliverables may be needed, depending on product/service solution and applicants can add them to the deliverables list at proposal submission stage. All mandatory deliverables have to be reported by the due time for the proper monitoring of the activity.

Deliverable name	Delivery date (in months)
Plan for dissemination and exploitation including communication activities	Within the first 6 months of the activity
Commercialization Plan	Within the first 6 months of the activity
Financial Sustainability agreement	Month 9
Gender equality plan	Within the first 6 months of the activity. Only public or private research organizations or higher education establishment.
Publishable summary of achievements to be used as dissemination material by EIT Manufacturing	By the end of the activity
Sustainability report	Month 11

## 4. Proposal preparation and submission

### 4.1 Guidance and support on proposal preparation

To guarantee the maximum support from EIT Manufacturing to both current and potential partners and stakeholders, two different support offers will be provided during the proposal preparation process: the call information events and the EIT Manufacturing call contact points.

#### Call information event

The EIT Manufacturing will carry out a series of events before and after the publication of the call to ensure open, free, and fair access to the wider manufacturing community. The overview is provided in the table below.

Event type	Date
Infoday – online event	18 <sup>th</sup> April 2023 at 13:00 CEST
Matchmaking event – physical event	27 <sup>th</sup> -28 <sup>th</sup> April

#### Call Contacts

Access to Agora, our online community platform, is open to all entities to have access to the most updated information on the call and to help them build up proposal consortia.

All applicants may contact EIT Manufacturing to ask questions and clarify any points on general/technical aspects and call content by contacting [support@eitmanufacturing.eu](mailto:support@eitmanufacturing.eu)

**With a view to equal treatment, EIT Manufacturing staff cannot give prior opinion on the admissibility, eligibility, quality or any other relevant element of a specific proposal. Applicants are strongly discouraged from approaching any member of the Selection Committee to seek for specific advice or support regarding their application.**

## 4.2 Proposal submission process

All Activity Leaders must submit the proposals via the submission tool.

If you are not yet registered, please note that new registration will be accepted at the latest 3 days before the closing of the Call for Proposals:

- [New Organization? Register here](#)
- [New person?<sup>14</sup> Register here](#)
- [Log in to the submission tool](#)

The deadline for the submission of the proposals is: *19<sup>th</sup> June 2023 at 5 PM CEST*

## 4.3 Proposal submission mandatory documentation

The following documentation must be submitted by the applicants through the submission tool **no later than the call deadline**:

- Online application form
- Business Owner deck
- GANTT

NB: Any documentation missing or considered incomplete, may be a reason for application rejection.

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<sup>14</sup> It applies to new persons of registered organizations

# 5. Proposal evaluation and selection process

## 5.1 Admissibility check

Applications must be

- submitted before the **call deadline** (*see Call Summary*).
- submitted in **English**
- submitted **electronically** via the submission tool. Paper submissions are NOT possible.
- **complete** and contain all the mandatory information in the online application form and all mandatory documentation

Proposals containing one or more inadmissible elements will be **rejected** and will receive an official communication from EIT Manufacturing setting out the outcome of the admissibility check.

## 5.2 Eligibility check

A proposal will be eligible if it shows:

<b>Consortia composition</b>	<p><u>The consortium shall be composed by at least 3 legal entities independent from each other and each established in a different country as follows:</u></p> <ul style="list-style-type: none"><li>- at least 1 independent legal entity established in a Member State; and</li><li>- at least 2 other independent legal entities, each established in different Member States or Associated Countries.</li></ul> <p>Additional call specific conditions apply according to paragraph 3.3 of this document. Accordingly:</p>
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1. consortia must include entities geographically based in at least, two different EIT Manufacturing CLCs and
2. the following roles shall be clearly covered within the consortium:
  - 1 Lead Partner. The organisation in charge of coordinating the consortium through the Activity Leader. The role of Activity Leader is open to any entity participating to the call for proposals.
  - 2 different End-Users. The end-users must be consumers of the solution(s) and each of them must provide at least 1 use case, testing and implementing the result(s) in their real industrial environment. The role of End-user is open to any entity participating to the call for proposals.
  - 1 Business Owner. The organisation in charge of the commercialisation of the result(s). The role of Business Owner is limited only to organization with a legal entity established in a Member State or Country associated to Horizon Europe at the time of submission of the application

Proposals containing one or more ineligible elements will receive an official communication from EIT Manufacturing setting out the outcome of the eligibility check and explaining why the proposal failed to meet the criteria.

The Activity leader of any proposal deemed ineligible who disputes the ineligibility decision, may appeal. This appeal must be made within 5 working days from the official EIT Manufacturing notification of ineligibility (see paragraph 5.6 and the document Appeal procedure linked to the call).



### 5.3 Evaluation of proposals

The proposals which successfully pass the eligibility check are evaluated and scored against 5 criteria: Excellence, Impact, Implementation, Strategic Fit and EU Dimension.

The evaluation process will be carried out by three independent external evaluators supported by one independent external rapporteur.

External evaluators will assess each evaluation sub-criteria will be assessed according to the following scores on a scale **from 1 to 5**

Score	Description	
1	<i>Extremely poor or None</i>	The information provided is considered irrelevant or inadequate compared to the specific call provisions
2	<i>Bad</i>	The information provided lacks relevant quality and contains significant weaknesses, compared to the specific call provisions
3	<i>Average</i>	The overall information provided is adequate, however, some aspects are unclearly or insufficiently detailed, compared to the specific call provisions
4	<i>Good</i>	The information provided is adequate with sufficiently outlined details, compared to the specific call provisions
5	<i>Excellent</i>	The information provided is outstanding in its details, clarity, and coherence, compared to the specific call provisions

The scores shall be given at subcriterion level are then averaged together to come with a final score per criteria.

Thresholds apply to individual criteria and to the total score. The maximum score for a proposal is 25. The default threshold for individual criteria is 3 and the default overall threshold is 15.

A weighting is then applied to the score per criteria to determine the final overall score for the ranking.

The detailed sub-criteria evaluation grid is provided here below.

Excellence	Max. scoring 5
	(Threshold: 3/5)
<b>Coherence</b>	
The proposal has overall measurable and achievable objective and the key marketable innovation(s) are clearly explained and pertinent with the topic.	
<b>Novelty</b>	
The result of the activity represents a step forward compared to the current state-of-the-art innovation, in terms of technology, application or business model.	
The consortium will be able to bring the Technology Readiness Level of the solution to at least 8 by the end of the activity and the proof of the starting TRL is provided.	
<b>Inclusiveness</b>	
The proposal is taking into consideration gender balance, demographic diversity (age, language) and inclusivity in the proposal innovation content.	

Impact	Max. scoring 5
	(Threshold: 3/5)
<b>Project pathways towards impact</b>	
The expected outcomes and impacts are aligned with the relevant topic.	
The proposal convincingly describes how the key marketable innovation(s) contribute towards impact (including estimation of scale and significance) and the direct and indirect social and environmental impact addresses by the proposal are significant.	
The specific needs of the target groups are clearly addressed and sufficiently broad to guarantee a significant scalability of the key marketable innovation(s).	
The potential barriers that may hinder the desired outcomes and impacts are addressed and possible mitigation measures are provided.	

<b>Effectiveness of the proposed measures to exploit the key marketable innovation(s) and to maximise impact</b>	
The proposal presents a structured dissemination and communication plan which guarantees the communication of the project activities to different target audiences.	
The innovation impact potential is high, with a convincing and realistic revenue projection and commercialization plan. In addition, a convincing IPR (Intellectual Property Rights) strategy among the partners is in place.	
The Business Owner's track record in commercializing similar solutions in relevant manufacturing sectors has been described. The organisation has a deep understanding of the target group(s) and proven experience in creating new businesses.	

<b>Implementation</b>	<b>Max scoring 5 (Threshold: 3/5)</b>
<b>Workplan, including allocation of budget, tasks, and resources</b>	
The workplan and related GANTT and deliverables are aligned with proposal overall objective, expected key marketable innovation(s) and KPIs.	
The proposal budget and resources allocated are clearly outlined, justified and reflects value for money.	
<b>Management structures and procedures, including quality management and risk management</b>	
The proposal identifies clear responsibilities to guarantee an effective management of the proposed activity, including the management of the relevant risks identified.	
<b>Consortium fit for purpose</b>	
The applicants represent the right competencies, skills and expertise in accordance with the proposal scope and they have differentiated, clear and specific roles (including minimum 2 end-users and a business owner).	

Strategic fit	Max. scoring 5
	(Threshold: 3/5)
The proposal contribution to achieve the mandatory EIT Core KPIs and EIT Strategic Objectives is credible.	
The proposal addresses the RIS aspects (engagement of RIS countries in the activity and impact generated in RIS countries by the result(s) exploitation).	
The proposal addresses the concept of Knowledge Triangle Integration, integrating aspect of education, innovation and business creation.	
The applicants provide a reasonable revenue share % for contributing to the EITM financial sustainability and the overall FS projection is substantial, considering the risk of implementation and commercialization.	

European Dimension	Max. scoring 5
	(Threshold: 3/5)
The consortium demonstrates pan-European outreach and the proposal considers relevant synergies with other EU instruments and programs.	

The total scoring of 25 points is distributed as follows:

Excellence	Max score 5 Threshold: 3/5 <i>Weighting: 20%</i>
Impact	Max score 5 Threshold: 3/5 <i>Weighting: 30%</i>
Implementation	Max score 5 Threshold: 3/5

	<i>Weighting: 20%</i>
Strategic Fit	Max score 5 Threshold: 3/5 <i>Weighting: 25%</i>
EU dimension	Max score 5 <i>Threshold: 3/5</i> <i>Weighting: 5%</i>
Total	<b>25 points</b> <b>Threshold 15/25</b>

The three independent external evaluators will evaluate each proposal and produce an Individual Evaluation Report (IER)- each proposal is evaluated 3 times. The independent external evaluators will meet in a consensus meeting chaired by a rapporteur to discuss and build an agreement. The rapporteur will address any notable divergences between them and will develop the final Summary Evaluation Reports (ESRs).

## 5.4 Selection committee strategic evaluation

The Selection Committee of EIT Manufacturing will carry out to a strategic evaluation of the proposals.

The EIT Manufacturing Selection Committee is composed of the 3 Thematic Pillar Directors and the 6 CLC Directors.

Only proposals assessed from the independent evaluators (results of consensus meetings) as eligible for funding (above the threshold in all the 5 criteria and overall) will be passed to the Selection Committee.

Within the Selection Committee, a maximum of 5 additional points (top-up) will be assigned by assessing the following 2 high level criteria with the same weight.

Criteria	Scoring methodology
Portfolio fit	1 Extremely poor or None
	2 Bad
	3 Average

	4	Good
	5	Excellent
Ecosystem fit	1	Extremely poor or None
	2	Bad
	3	Average
	4	Good
	5	Excellent

The scores will be given at criterion level are then averaged together to come with a final selection Committee top-up.

The final overall score assigned to a project proposal will be calculated as follows:

**Final Overall Score = Consensus meeting final score + Selection Committee top-up**

The final overall score cannot be lower than the consensus meeting final score and it can reach a maximum of 30 points.

The Thematic Pillar Director in charge proposes the commented new ranking, which will be discussed with the Management Team members, where an agreement will be reached. After the agreement, proposals will be selected based on ranking and available budget. High-quality proposals not selected will be put on the reserve list.

## 5.5 Communication of results and negotiation period

EIT Manufacturing will inform by email all proposals leaders once the evaluation is completed.

The applicants might receive 4 types of evaluation feedback:

- The proposal is accepted for funding. The proposal has got a high evaluation score and is selected for funding based on available budget assumptions.
- The proposal is accepted for funding with conditions. The proposal has got a high evaluation score and is selected for funding based on available budget assumptions. Conditions for changes will be provided from EIT Manufacturing. Changes shall be done and re-submitted on time.

If the Proposal Leader fails to comply with the requested conditions or does not respond by the time allocated, the proposal will be rejected and the next proposal on the ranking list will be then proposed for funding.

- The proposal is rejected. The proposal has failed to reach the threshold of an individual evaluation criterion or the overall threshold and is therefore not considered for funding.
- The proposal is retained in the reserve list: the proposal has passed all thresholds but due to budget constraints it cannot be funded. In case of finally unused budget, the proposal might become eligible for funding, e.g. in case a proposal accepted with conditions is not funded. The duration of the reserve list is up to end of March 2024.

The evaluation results will be provided to all applicants. The changes will need to be implemented in the proposals within 10 working days.

As soon as the communication of results is done, the successful participants will receive contractual documents to be signed with EIT Manufacturing, including:

- Internal Agreement – long term partnership within Horizon Europe Framework
- Financial Support Agreement - long term agreement regarding financial support to third parties under Horizon Europe

In parallel, each participant will need to provide additional documents to EIT Manufacturing, such as:

- Declaration of honour signed for every organization participating in an activity
- Legal and financial documents (depending on the legal form of the participant and if requested by EIT Manufacturing)

## 5.6 Procedure for complaints and appeal

The Activity Leader of a rejected proposal who disagrees with the decision may request an evaluation review. Only procedural aspects of an evaluation may be the subject of a request for an evaluation review, for example process errors or technical problems. The evaluation of the merits of a proposal shall not be the subject of an evaluation review. In this case, the Activity leader will have 5 working days after receipt of the final evaluation results to submit an appeal to the Evaluation (see document Appeal procedure)

## 6. Other Terms and Conditions

### 6.1 Exclusion Criteria

Applicants will be excluded from participating in the call if they are in any of the situations of exclusion defined in Article 136 of the EU Financial Regulation<sup>15</sup>. Applicants shall sign a Declaration of Honour in order to confirm that they respect the above-mentioned criteria at the application stage. Successful Applicants shall provide, if requested by EIT Manufacturing, relevant recent documentation substantiating the Declaration of Honour at the latest before signing the agreements mentioned under point 5.5. Failure to provide adequate documentation may result in the exclusion of the applicants and the proposal concerned.

### 6.2 Logos and Trademarks of the Applicants

The entities participating in the Call for Proposal grant EIT Manufacturing and its subsidiaries (e.g., CLCs) a free and non-exclusive license to use their brand solely for the promotion, dissemination of information, organisation, management and implementation of the Call for Proposal. The applicants and EIT Manufacturing mutually acknowledge and accept that the respective trademarks are, and remain, the exclusive property of their respective owners and that no provision of these guidelines is intended to confer any rights on such trademarks, outside the provisions of the previous paragraph. Therefore, the participating entities and EIT Manufacturing will not be able to assign, sublicense or otherwise dispose of the trademarks of others, without prior written consent.

Participating entities will send their brand related information (logos, brand guidelines and any other relevant communication material) as requested by EIT Manufacturing, to support@eitmanufacturing.eu in vector format or in image format with at least 300 dpi.

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<sup>15</sup> <https://eur-lex.europa.eu/legal-content/EN/TXT/HTML/?uri=CELEX:32018R1046&from=EN>



### 6.3 Confidentiality

EIT Manufacturing undertakes to use any Confidential Information shared by the entities solely for the purposes of the Call for Proposals. Confidential information shall mean data and/or information that is proprietary to, or possessed by the entities and not generally known to the public, or that has not yet been revealed whether in tangible or intangible form, whenever and however disclosed and might also be included in the application form. Confidential information must be expressly labelled as such in the application form.

Applicants agree that EIT Manufacturing and its subsidiaries can disseminate, publish, and make use of non-confidential information regarding the call, to promote the activities of EIT Manufacturing or establish reports or other necessary documents for EIT.

The applicants agree that data and information in the application form not labelled as confidential may be disclosed in connection with the activities of EIT Manufacturing.

Considering the confidential nature of the data and information referred to above, EIT Manufacturing also undertakes to (i) not disclose them in any way and in any form, without prior written authorization of the entity concerned; and (ii) not to use them for purposes other than those strictly necessary for the purposes of this Call for Proposals.

Confidential Information may be shared among EIT Manufacturing and its subsidiaries (e.g. CLCs) solely for the purposes of the Call. EIT Manufacturing undertakes to impose this confidentiality obligation on its employees and the employees of its subsidiaries and its collaborators, as well as on Rapporteurs and independent experts and all subjects who, by virtue of participating in the call for proposal as members of the Selection Committees or Jury, will take knowledge of or may have access to such confidential data and information.

### 6.4 Intellectual Property

Participating entities agree to respect IPR Rules (Article 16) of the (Model) Grant Agreement<sup>16</sup>.

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<sup>16</sup> [https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/agr-contr/general-mga\\_horizon- Euratom\\_en.pdf](https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/agr-contr/general-mga_horizon- Euratom_en.pdf)

Participating entities also agree to respect the EIT Manufacturing IP Policy available on this link.

## 6.5 Disclaimers

EIT Manufacturing denies all liability from an applicant participation to the call for proposal.

Submitting application does not establish a grantor-grantee relationship between applicant and the EIT Manufacturing as final decision will be made after the evaluation process and the final confirmation of acceptance of the application and all other procedure mentioned herein.

These call for proposals guidelines may be subject to changes/update. In such a case, the changes will be communicated publicly (published) in a transparent and clear manner. Applicants having already applied will also be informed.

## 6.6 Processing of Personal Data

EIT Manufacturing ensures that any processing of personal data shall be performed in accordance with Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016, on the protection of natural persons with regard to the processing of personal data and on the free movement of such data, and in accordance with Directive 95/46/EC (General Data Protection Regulation). As a data subject you have the right of access, the right to rectification, the right to erasure, the right to restrict processing, the right to data portability, the right to object and the right not to be subject to a decision based solely on automated processing. If you have a question about personal data processing or want to exercise your data subject rights, you can contact our Data Protection Officer on [dpo@eitmanufacturing.eu](mailto:dpo@eitmanufacturing.eu) . In the case of complaints, you can address them to the French regulator CNIL.

The collected personal data will be used solely for the procedure and assessment of the call applications and the management, completion, organisation, dissemination of information and publicity of the call. The data controller is EIT Manufacturing and its subsidiaries.

By submitting your application for this call, you consent that EIT Manufacturing will collect, transfer, process, store and delete your data in accordance with the aforementioned conditions.

Details concerning the processing of your personal data are available in the privacy statement in the submission tool.

## 6.7 Applicable Law

The present call is governed by the applicable European Union laws (i.e. the EIT Regulation, the EU Financial Regulation and the Horizon Europe Regulation) and is complemented, where necessary, by the laws of France. The applicants agree to observe the obligations set forth in the (Model) Grant Agreement<sup>17</sup> signed between the EIT and EIT Manufacturing and particularly Articles 12 (conflict of interest), 13 (confidentiality and security), 14 (ethics), 17.2 (visibility), 18 (specific rules for carrying out action), 19 (information) and 20 (record-keeping). These obligations will also be mentioned in the contracts to be signed if the application is successful.

## 6.8 Rights to activate audits

EIT Manufacturing retains the right to activate an audit on the funded activities in case of alerts and/or to confirm governance and proper usage of the grant.

EIT Manufacturing keeps the right to request any data related to the activity for 5 years after completion to ensure transparency and allow monitoring from EIT.

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<sup>17</sup> [https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/agr-contr/general-mga\\_horizon-euratom\\_en.pdf](https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/agr-contr/general-mga_horizon-euratom_en.pdf)