Business Plan 2023 – 2025
EIT Manufacturing

TEACHING FACTORIES ON DEEP TECH – Call for Companies

EIT MANUFACTURING Final Version

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1.Call summary

Call for Proposals Main Features	
Dates	**1st phase** **Call opening:** 1 June 2023, 09:00 AM CET **Call closing (extended deadline):** 6 September 2023, 17:00 CET **Eligibility & admissibility check:** 7 September 2023 **Evaluation of proposals:** 12 September 2023 **Communication of results:** 13 September 2023 **2nd phase** **Implementation:** 4 December 2023-10 February 2024 **Report submission:** 12 February 2024 **Evaluation of reports:** 20 February 2024 **Communication of results:** 21 February 2024 *Awarding ceremony: February 2024 (TBC)*
Introduction	The Teaching Factory Competition (TFC) promotes the use of the Teaching Factories educational methodology (a collaboration between industry & academia through challenges) and the benefits of academia-business partnerships to reach an authentic innovation in Manufacturing. EIT Manufacturing launches the "**Teaching Factory on Deep Tech, 2023 - Call for Companies**" to identify companies with a **Deep Tech** business challenge to be solved.

	Up to 10 (ten) Companies will be shortlisted and supported by Solver Teams to solve their challenges for a two-month duration. (The exact number of applicants to be selected as finalists or funded will depend on the quality of the applications received.) At the end of the period, an independent evaluation panel will evaluate the companies' performance in the competition and select the 3 (three) best companies for awarding prizes. The top-three companies will receive prizes as follows: 1. first ranked: 15 000 EUR, 2. second-ranked: 10 000 EUR, 3. third-ranked: 5 000 EUR.
The total budget allocated to this call	30 000 EUR.
Link to the submission portal	The submission platform will be available from **1 June 2023, 09:00 CET, until 6 September 2023, 17:00 CET**.
List of documents to be submitted	• Application Form available on the submission platform, • Company logo in high-quality graphic format, • Company registration certificate.
List of documents to take into consideration	• Privacy statement. • NDA Template. • Declaration of Honour. • Horizon Europe Model Grant Agreement. • EIT Manufacturing Strategic Agenda. • Appeal procedure.
Evaluation criteria	*Evaluation criteria assessed by the independent experts*: • Excellence, novelty, and innovation. • Impact. • Quality and efficiency of the implementation. • Strategic fit.

2. General conditions

This call is for companies to participate in the **Teaching Factory Competition 2023**, which is part of EIT Manufacturing's flagship initiative (Teaching Factories) managed by EIT Manufacturing's Education Pillar. Teaching Factory is a collaboration space where practitioners bring experience from the factory to teach students, while students and faculty bring knowledge from the classroom to teach practitioners. This collaboration is supported by a web conferencing platform and is an ongoing process, with regular sessions and continuous interaction between the factory and the classroom. The EIT Manufacturing Teaching Factories Network enables companies and learners to interact on a wide variety of challenges and disciplines.

The main topic of the **Teaching Factory Competition 2023** is **Deep Tech**. Therefore, the companies are invited to frame their business challenges on **Deep Tech**. [1]

Financial support for the companies is planned with a total EIT budget for this call of up to 30 000 EUR in the form of financial prizes for the 3 winning companies who are selected by a panel of independent experts.

3. Call specific conditions

3.1 Call thematic and expected results

Purpose

Teaching Factory Competition (hereinafter, "Competition", or "Initiative") is an initiative of advanced training dedicated to university students and Vocational Education and Training (VET) students promoted by EIT Manufacturing (hereinafter, "EITM").

The initiative aims at:

- allowing **companies** to learn about and experience the benefits of using advanced knowledge and methods taught in the Universities to improve their processes/products, as well as addressing business challenges through the application of the Teaching Factories paradigm and framework.

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[1] More info available about the EIT's Deep Tech Talent Initiative here: https://www.eitdeeptechtalent.eu

- allowing **university and VET students** to test their competencies by applying them to real industrial problems and challenges, improving preparation for their future work (Challenge-Based Learning-CBL).

- offering **teachers and industrial mentors** an opportunity to support the students in generating solutions in a collaborative environment facilitated by the Teaching Factories methodology.

This collaboration framework allows participating companies to benefit from solutions and ideas to provide advanced and emerging technology solutions responding to their challenges.

Topic description

The application is open to small, medium, or large enterprises (including social enterprises) in the manufacturing sector.

In particular, the application should tackle a business challenge within a deep technology field (Deep Tech).

The indicated list of **Deep Tech** fields includes (among others)[2]:

- advanced materials and manufacturing.
- aerospace, including drones.
- artificial intelligence and machine learning.
- biotechnology.
- blockchain.
- Web 3.0.
- electronics.
- photonics.
- quantum computing.
- robotics.
- semiconductors (microchips).
- sustainable green energy and clean technologies.

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[2] These Deep Tech sectors, sub-sectors, applications, and definitions may change as technologies and markets change over time. What unites them is that they hold the key to the solution of complex societal challenges through innovation.

Applicants profile

To be eligible for applying, applicants:

- must be a **public or private, small, medium, or large enterprises (including social enterprises) in the manufacturing sector.** Applicants must be a registered "legal entity": any natural or 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 own name, exercise rights and be subject to obligations, or an entity without legal personality.

- must be established in one of the following countries:

  o the Member States of the European Union: 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.

  o the EU Outermost regions linked to the Member States of the European Union.

  o the countries associated with Horizon Europe and the low- and middle-income countries[3];

All EIT Manufacturing partners are eligible to apply for financial prizes, nevertheless, an entity does not need to be an EIT Manufacturing partner to apply for the competition.

Access to **AGORA**, EIT Manufacturing's online community platform, is provided to all participants. AGORA will be used as a main communication platform among companies and Solver Teams.

Beneficiary entities must register in the **EU Participant Register** before submitting their application, to obtain a **participant identification code (PIC)**[4].

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[3] See the Horizon Europe List of Participating Countries on the Portal for an up-to-date list of these countries

[4] https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/how-to-participate/participant-register

Support the synergies and the knowledge transfer between academia and industry, so that they can share know-how and innovative approaches leading to innovative, green, and sustainable solutions in the Deep Tech field for the manufacturing industry.

Before awarding the financial prizes, the following activity will be carried out: teams of students from Universities and VET Schools (hereinafter, "**Solver Teams**") competent in **Deep Tech** will analyse and propose solutions to **challenges** presented by companies. ("Challenges" mean corporate objectives related to the enhancement of specific industrial processes to improve business performance.) For approximately **8 weeks, the** Solver Teams will be supported by professional mentors from the companies & universities.

Companies interested in participating should commit to the delivery of the following tasks:

- **To share their Challenges with the Solver Teams**
- **To support the Solver Teams with guidance** during the solving phase (approximately 8 weeks). Companies are expected to provide **at least 4 hours of mentorship** in a form of 30-minute weekly/1 hour biweekly online interactive sessions with the Solver Teams. The sessions will take place on AGORA (EITM's online community platform).
- **To participate in the Innovation and Entrepreneurship (I&E) Training Workshop,** aiming at improving leadership and mentoring skills.
- **To participate in the TFC coordination meetings online** with EIT Manufacturing to provide feedback about the competition development and discuss any issues.
- **To participate in Kick off & award ceremony and present a company/challenge**.

3.2 Budget and funding

The total maximum EIT funding allocated to this call is 30 000 EUR. The amounts will be allocated according to the below estimation.

Award of the Challenges/Companies at the end of Competition:	
First place	15 000 EUR
Second place	10 000 EUR
Third place	5 000 EUR

The awarded funds will be paid in one single instalment in the form of prizes for the first, second and third-ranked challenges/companies.

3.3 Monitoring and Control Related to the "TFC on Deep Tech" Financial Prize

CONTROL / COMPLIANCE BEFORE PAYING OUT THE FINANCIAL PRIZE

Before EIT Manufacturing awards the prize money, the winning companies must provide their banking and fiscal documentation. Additionally, they must disclose if there are any pending issues with government authorities or agencies under the EU funding rules and Horizon Europe legislation.

Shortlisted applicants (1st phase) must sign a "Non-Disclosure Agreement (NDA)" and "Declaration of Honour" available at the EIT Manufacturing Teaching Factory website. NDA is a legally binding contract that establishes a confidential relationship between TFC participant Companies, on one hand, and students/Universities/VETs and EIT Manufacturing on the other. The parties signing the agreement agree that sensitive information they may obtain during a competition will not be made available to others. If an issue is identified, EIT Manufacturing reserves the right to withdraw the award of the TFC on Deep Tech prize.

3.4 Reporting

Prize Winners must report 1 (one) month after receiving support from EIT Manufacturing. This reporting must confirm that they received the "TFC on Deep Tech" prize.

4. Proposal preparation and submission

1st Phase

All applications must be submitted in English using the application forms linked on the competition website (https://eitmanufacturing.submittable.com/). Please note that no paper submissions will be considered.

Applicants' representatives must register and validate the account if this is the first time accessing the platform. If the applicant's representative has already created an account, proceed to log in. Once logged in, start a new application. During the application, all compulsory fields must be filled in.

The official language of the competition is English (i.e., the required documentation must be submitted in English and the applicant must communicate in English).

The following documentation must be submitted by the applicants through the submission tool **no later than the call deadline of 6 September 2023, 17:00 CET:**

- Online Application Form.
- Company logo in high-quality graphic format.
- Company registration certificate.

NB: Only applications submitted through the SUBMITTABLE (as noted above) before the deadline will be accepted and considered. The organisers reserve the right to extend the submission deadline; any extension of the deadline will be communicated to the public on the competition website. Any documentation missing or considered incomplete may be a reason for application rejection.

Interested companies are invited to participate in Information Session on **30 June, at 12:00-13:00 CET.** The event will take place online on **AGORA**. For more information, please, contact: tfcompetition@eitmanufacturing.eu.

2nd Phase:

Once the implementation process is concluded, companies are expected to deliver a **Summary Report** (templates will be provided by EITM) about their involvement in the competition by **February 12, 2024**, to the email tfcompetition@eitmanufacturing.eu. Documents will be analysed and evaluated by external experts.

Call Contact points

All applicants may contact EIT Manufacturing to ask questions and clarify any points on general or technical procedures and call content by sending an email message to **tfcompetition@eitmanufacturing.eu** with the email subject **"TFC on Deep Tech"**.

5. Proposal evaluation and selection process

5.1   Eligibility and admissibility check

A proposal will be admissible if it shows:

Completeness	The submitted proposal is completed, and submitted in time via the submission tool, in English with all its mandatory sections and annexes (including company logo, and company registration certificate).

A proposal will be eligible if it shows:

Applicant profile	The applicant's profile is in line with the requirements presented under Chapter 3 "Applicants profile".

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

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

5.2 Evaluation of Proposals & Challenges

The evaluation of proposals and fit with the defined challenges will be conducted in 2-phases:

First phase: Up to 10 (ten) companies will be shortlisted by a group of independent external experts to participate in the activities. The exact number of applicants to be selected will depend on the quality of the applications received.

Second phase: The top 3 (three) best companies will be selected by a group of independent external experts, at the end of the competition and will be awarded financial prizes.

5.2.1 1st Phase

The written applications will be reviewed online by a panel composed of three (3) external evaluators with the same weighting of scores.

Each evaluator will have to score each application based on four standardised criteria: (1) Excellence, (2) Impact, (3) Implementation, and (4) Strategic fit.

Each evaluation criteria/sub-criteria will be assessed according to the following scores on a scale **from 1 to 5**.

Score	Description	
1	*Extremely poor or None*	The information provided is considered irrelevant or inadequate compared to the specific call provisions.
2	*Bad*	The information provided lacks relevant quality and contains significant weaknesses, compared to the specific call provisions.
3	*Average*	The overall information provided is adequate, however, some aspects are unclearly or insufficiently detailed, compared to the specific call provisions.
4	*Good*	The information provided is adequate with sufficiently outlined details, compared to the specific call provisions.

5	*Excellent*	The information provided is outstanding in its details, clarity, and coherence, compared to the specific call provisions.

The scores shall be given at the sub criteria level are then summed together to come with a final score per criteria. Thresholds apply to individual criteria and the total score. The maximum score for a proposal is 20. The default threshold for individual criteria is 3/5 and the default overall threshold is 12/20.

| Excellence | Max. scoring 5 |
	(Threshold: 3/5)
Innovativeness: The company has a holistic business approach and presents an innovative challenge aiming at improving Deep Tech technologies in the manufacturing industry.	
Quality: The company clearly formulates the challenge, and the proposal is based on SMART analysis.	
Impact	Max. scoring 5
	(Threshold: 3/5)
Impact: The company's application clearly presents a short term and sustainable business impacts in Deep Tech.	
Implementation	Max scoring 5
	(Threshold: 3/5)
Capacity: The company has the absorptive capacity to assimilate and apply the solution.	

Readiness: Company has experience in similar activities and, express willingness to dedicate sufficient time to adequately implement the envisaged activity.	
Strategic fit	Max. scoring 5
	(Threshold: 3/5)
Innovation: The company's challenge fits with the Deep Tech fields and promotes the innovative development of Deep Tech in the manufacturing industry.	
Entrepreneurship: Company's application promotes improvement of entrepreneurial skills & knowledge in alignment with Knowledge Triangle Integration (education, innovation, business creation).	
TOTAL	*20 POINTS* *THRESHOLD 12/20*

The evaluators will evaluate each application. The Submission Management System **SUBMITTABLE** will create an average score per application based on the individual evaluators' scorings and produce an Individual Evaluation Report (IER) per application. EITM will coordinate IERs and produce the results report. In case of significant divergence in comments and scoring, the evaluators will meet in a consensus meeting chaired by a rapporteur, to discuss and build an agreement. The rapporteur will address any notable disagreements between the evaluations and will develop the final Evaluation Summary Report of the 1st phase – the evaluation of proposals. The Top ten ranked applications will qualify to participate in the activities described in section 3.1.

5.2.2. 2nd Phase

Companies are expected to deliver a **Summary Report** (templates will be provided by EITM) about their involvement in the competition by February 12, 2024. Likewise, Solver Teams are expected to complete an online **Survey** (prepared by EITM) assessing their interaction with the companies during the activity no later than February 12, 2024. Both documents will be analysed and evaluated by external experts.

Challenges will be evaluated by a panel composed of 3 (three) external evaluators using the same scoring grid of the 1st phase, with the same weighting of scores (1 vote per expert) according to the following criteria:

Excellence	Max. scoring 5
	(Threshold: 3/5)
Innovativeness: The result of the activity shows innovativeness leading to innovative, green, and sustainable solutions in the Deep Tech for manufacturing.	
Achievements: the extent to which the company contributed to achieve the intended results to the specific challenges in Deep Tech.	
Impact	Max. scoring 5
	(Threshold: 3/5)
Short & medium-term: The potential barriers that may hinder the desired outcomes and impacts have been addressed and possible mitigation measures are provided.	
Long-term: The company promotes diffusion of know-how.	
Implementation	Max scoring 5
	(Threshold: 3/5)
Performance: The company presents clear planning for assimilating and applying the solution.	
Engagement: The company made significant effort in the competition, (provided all necessary information and support Solver Teams and facilitated two-way communication).	

Strategic fit	Max. scoring 5
	(Threshold: 3/5)
Innovation & entrepreneurship: The company's challenge fit with the Deep Tech fields and promotes the innovative development of Deep Tech in the manufacturing industry.	
Sustainability: The company's challenge promotes the green and sustainable approach.	
TOTAL	*20 POINTS* *THRESHOLD 12/20*

Likewise at the first phase, the scores shall be given at the sub criteria level and are then summed together to come with a final score per criteria. Thresholds apply to individual criteria and the total score. The maximum score for a proposal is 20. The default threshold for individual criteria is 3/5 and the default overall threshold is 12/20.

5.3   Communication of results

1st Phase: The results will be communicated to the email of the applicant representative registered at the submission platform. The results will include the final results report/ESR.

Within **5 (five) days** of receiving this communication, companies whose challenges have been selected may renounce participation in the activities by notifying them by e-mail to **tfcompetition@eitmanufacturing.eu.** In this case, EIT Manufacturing will propose participation in the Initiative to the company whose Challenge is in the next position in the ranking.

2nd Phase:

The results will be communicated to the email of the applicant representative registered at the submission platform. The results will include the final results report/ESR.

Individual scores and comments made by evaluators may remain confidential. Winner companies will be invited to the award ceremony which takes place in February 2024

(date to be defined). At the award ceremony, companies are expected to present their companies & challenges (approximately, 4 minutes presentation) and participate in a Q&A session.

5.4   Procedure for Complaints and Appeal

The Applicant 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 company will have **5 (five) days** after receipt of the final evaluation results to submit an appeal to the Evaluation (see document Appeal procedure).

5.6 Selected applicants and follow-up

The shortlisted applicants will receive the following benefits & awards:

- All shortlisted companies will enjoy networking, visibility, and international publicity through EIT Manufacturing's communication channels.
- All shortlisted companies will be involved in Training Workshop aiming at improving leadership and mentoring skills.
- The top 3 (three) companies/ challenges (the Winners) will receive the cash prizes as of the following: 1st place: 15 000 EUR, 2nd place: 10 000 EUR, 3rd place: 5 000 EUR. The prizes are given to the companies to develop innovative solutions in manufacturing.

The shortlisted companies shall:

- Sign a Declaration of Honour and an NDA document which can be downloaded from the Competition website.
- Provide EIT Manufacturing with the required banking and fiscal details (applicable to the **Winners only**).
- Sign a Financial Prize agreement (applicable to the **Winners only**).

6. Rules and Regulations

6.1 Communication, Dissemination, Visibility of Funding

Prize winners must promote the prize and its results, by providing targeted information to multiple audiences (including the media and the public) in a strategic and effective manner. Communication activities related to the prize (including media interviews, press statements, presentations, etc., in electronic form, via traditional or social media, etc.), must acknowledge EU support and display the EIT Manufacturing logo (emblem) and text. The emblem must remain distinct and separate and cannot be modified by adding other visual marks, brands, or text. Apart from the emblem, no other visual identity or logo may be used to highlight the EIT Manufacturing support. When displayed in association with other logos (e.g., of winners or sponsors), the emblem must be displayed at least as prominently and visibly as the other logos.

For the purposes of these obligations, the winners may use the emblem without first obtaining approval from the awarding authority. This does not, however, give them the right to exclusive use. Moreover, they may not appropriate the emblem or any similar trademark or logo, either by registration or by any other means. Any communication or dissemination activity related to the prize must use factually accurate information.

The EIT Manufacturing may use, for their communication and publicising activities, information relating to the prize, as well as photos or audio-visual material that they receive from the applicants (including in electronic form), and photos and videos taken either in preparation for the award ceremony or during the award ceremony. The EIT Manufacturing will publish the name of both the finalist/s and the selected applicants their origin, the amount of the prize and its nature and purpose.

6.2 IPR — Rights of use

Participants retain full and exclusive ownership of their prior information and intellectual property rights. By submitting their application, participants affirm that they hold ownership or have legally secured the right to use all elements of the innovative product or service. Participants agree to indemnify and hold harmless EIT Manufacturing and/or

any assignee or affiliate from any third-party allegations or claims of intellectual property rights infringement by the product or service of participants.

Participants shall have the right to further develop, use and license their intellectual property rights for creating, making, marketing, and distributing products, services and technology.

Participants agree to respect the IPR Rules (Article 16) of the Model Grant Agreement. Participants also agree to respect the EIT Manufacturing IP Policy.

6.3 Right to activate audits

EIT Manufacturing retains the right to activate an audit on the "Teaching Factory Competition on Deep Tech, 2023" prize winners, in case of alerts and/or to confirm governance and proper usage of the financial prize.

EIT Manufacturing keeps the right to request any data related to the "Teaching Factory Competition on Deep Tech- 2023" prize Winners for five (5) years after completion to ensure transparency and allow monitoring from EIT.

6.4 Withdrawal of the prize — Recovery of undue amounts

The awarding authority may withdraw the prize after its award and recover all payments made if it finds out that:

- false information, fraud or corruption was used to obtain it
- the prize winners were not eligible or should have been excluded or – the prize winners are in serious breach of their obligations under these Rules of the Contest.

6.5 Data protection

The sole purpose of the collection of data is to verify the eligibility of the submitted products or services and to identify the best projects/companies within each category. Participants will provide their name, postal address, email address and telephone number ("personal data") only for the purposes related to the execution of the competition. EIT Manufacturing will process the submitted material according to the European General

Data Protection Regulation (GDPR). Personal data shall be deleted six months after the announcement of the competition winners.

Participants have the possibility to indicate that EIT Manufacturing may grant access to parts of their submission to trusted investors and partners.

The application submission and evaluation process will be done via Submittable (http://www.submittable.com), an online submission management tool by Submittable Holdings, Inc.

YOUR CONSENT TO THE USE OF SUBMITTABLE AS SUBMISSION AND EVALUATION TOOL: By submitting your application within this challenge you implicitly state your consent to the Terms and Conditions as well as the Privacy policy of Submittable, available under http://www.submittable.com/terms and http://www.submittable.com/privacy

YOUR CONSENT TO THE USE OF PERSONAL DATA: By submitting your application within this competition you consent that EIT Manufacturing will collect, transfer, process, store and delete your data in accordance with the aforementioned conditions.

6.6 Acceptance of Rules and Regulations

By submitting the application form, the participant agrees to the Rules and Regulations, which form part of the submission. Participants agree that they have no legal entitlement to a prize.

EIT Manufacturing reserves the right to make reasonable amendments to these Rules and Regulations. Amendments and additions to these Rules and Regulations shall be valid only if communicated in writing or otherwise made available to the participants.

Any deviation from these Rules and Regulations can only be made in writing and signed by an authorized representative of EIT Manufacturing and the participant.

6.7 Applicable Law

The present guidelines are governed by the applicable European Union laws (i.e. the EIT Regulation, the EU Financial Regulation and the Horizon Europe Regulation) and are complemented, where necessary, by the law of France. The applicants agree to observe the obligations set forth in the (Model) Grant Agreement 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 an action), 19 (information) and 20 (record-keeping). These obligations will also be mentioned in the contracts to be signed if the application is successful.