

EIT Manufacturing *Empowering SMEs* Call Q&A

Who can apply to the EITM Empowering SMEs call?

Each proposal can be submitted by a *single applicant (SME)* or *small consortium (SME + industrial end-user)*. A Small and Medium-sized Enterprises (SMEs) consists of enterprises that employ fewer than 250 persons and have either an annual turnover not exceeding EUR 50 million, or an annual balance sheet total not exceeding EUR 43 million. This category includes start-ups. The industrial end-user could be an SMEs or Large Company. It is important that the solution is applied in real industrial environment. Test areas or simulated environment will not be considered as industrial applications.

Can a single legal entity without consortium apply to the EITM Empowering SMEs Call?

Yes, the proposal can be submitted by single entity (i.e. an SME).

Is the Letter of Commitment from the end-user mandatory even if the end-user applies with the SME as consortium?

Yes, the Letter of Commitment from the end-user, stating the commitment to support the SME in identifying the requirements and test the developed solution is mandatory.

A commitment from the end-user to buy the solution before the end of the project is not mandatory but will be considered a strong plus.

In the case of a consortium applicant can the 2 partners come from the same country?

Yes, they can come from the same eligible country.

Is it mandatory to reach TRL8 and generate revenues with the new solution to be developed?

Yes, selected proposals are expected to bring existing solutions (already launched in the market with revenues) to new industrial contexts, applications, or sectors that they have not yet reached and achieve TRL8. The new solution will need to be introduced on the market by 18 months after the project started with sales revenue of at least 10.000 EUR documented.

May an applicant submit and be funded for more than one proposal?

Yes, an applicant can submit and eventually be funded for more than one proposal in the call.

What does the "Applications submitted to this call are expected to have a minimum 30% co-funding rate" mean?

It means that the candidate should contribute to the project with 30% of the total budget.

Can EIT Manufacturing help to find an end-user?

Yes, EITM can support the SMEs willing to apply to the call to match with potential end-users. SMEs can contact innovation@eitmanufacturing.eu .

Do selected applicants have to report cost during or after the project implementation?

No, for this call EIT Manufacturing is providing financial contributions as lump sum. Based on the budget proposed in the application, the grant will be transferred in 2 installments: 40% after the kick-off and 60% after acceptance of Final Performance Report and achievement of the mandatory KPI.

Is the signature of the Service Agreement and the payment of 10,000 EUR mandatory for all the applicants?

Yes, to ensure a continue support in the commercialization of the outputs of their funded activities, EIT Manufacturing set a Services Agreement framework. All selected activities should sign the Services Agreement before their start and the agreement will run throughout the duration of the activity, and, for a minimum of 1 additional year. It will give access to the a list of services (described in the call guidelines). The payment of 10,000 EUR is expected 6 months after the end of the activity.

Do selected applicants need to become members of EIT Manufacturing to receive the grant?

No, for this call it is not mandatory for selected applicants to become a member of EIT Manufacturing. Nevertheless, if you want to know more about the opportunities of joining EIT Manufacturing partnership, please contact the Co-Location Center in your region <https://www.eitmanufacturing.eu/in-your-country/> .