

Excellence	Max. scoring 15 Threshold 9/15 (Topic 1) Threshold 12/15 (Topic 2)	Section	Expected information and evidence
<b>Coherence</b>			
The proposal is describing its objective(s) in a quantitative way that can be achieved and measured against at its term.	5 points	-Activity Objective (Excellence)	Describe the objective(s) of your proposed work. What are the expected (quantitative) results of the solution? How they will be measured and verified?
<b>Novelty</b>			
The result of the activity represents a non-trivial step forward compared to the current state-of-the-art, in terms of technology, application and/or business model.	5 points	-Novelty (Excellence)	Provide reference of existing solutions (name, main features) and indication of the differentiating factors.
The consortium provides tangible evidence of the starting TRL (Technology Readiness Level) of the solution, and the path towards TRL 8 by the end of the activity seems feasible and is well substantiated.	5 points	-Technology Readiness Level (Excellence)	Provide proofs of the prototype demonstration in operational environment (TRL7). If available, include a link to images/video of the solution demonstrating the TRL.
<b>Impact</b>			
Max. scoring 25 Threshold 15/25 (Topic 1) Threshold 20/25 (Topic 2)			
<b>Project pathways towards impact</b>			
The consortium provides a comprehensive and insightful overview of the 'Market Opportunity' description of the Business Plan, detailing the product or service description, value proposition, target customers, market size, industry analysis, competitor landscape, and barriers to entry with clarity and depth.	5 points	-Business Plan (Template)	Refer to the support text in the Business Plan Template
The consortium outlines a robust 'Strategy & Execution' plan of the Business Plan, showcasing a well-developed marketing and sales strategy, a detailed go-to-market plan and intellectual property strategy, and a comprehensive SWOT analysis, indicating a strong approach to market penetration and growth.	5 points		
The consortium presents clear and credible 'Ownership & Financial' details in the Business Plan, including promising financial projections, accurate break-even analysis, and detailed business owner information, demonstrating capability to successfully launch the solution into the market and long-term viability.	5 points		
Social and/or environmental impact addressed by the proposal in the SDGs survey is significant, credible and measurable.	5 points	-SDGs Survey (Template)	Refer to the instruction in the Preliminary Sustainability Report Template
<b>Effectiveness of the proposed measures to exploit the key marketable innovation(s) and to maximise impact</b>			
The proposal's contribution to achieving the mandatory EIT Core KPI is evaluated as feasible and credible, and the Dissemination Plan (including communications and outreach) is in line with the outlined commercial strategy.	5 points	-KPI (Impact) -Dissemination Plan (Impact)	Describe the Dissemination Plan and explain how it is in line with the outlined commercialization strategy
<b>Implementation</b>			
Max scoring 15 Threshold: 9/15			
<b>Workplan, including allocation of budget, resources and risk management</b>			
The proposal budget and resources allocated are clearly outlined, justified and reflects value for money.	5 points	-Budget	Personnel cost justification must include details about the roles involved from each organization and their cost. Any equipment and other cost must be detailed.
The workplan and KPIs are aligned with proposal overall objective, including the management of the relevant risks identified.	5 points	-Workplan (Implementation) -GANTT Chart (Template) -Critical Risk (Implementation)	List of WP (WP1, WP2, ...) with title, WP leader and duration and tasks for each WP (T1.1, T1.2, T2.1, ...) with title, short description and task leader.
<b>Consortium fit for purpose</b>			
The applicants represent the right competencies, skills and expertise per the proposal scope and they have differentiated, clear and specific roles (including the minimum number of end-users and a business owner)	5 points	-Partners Role (Contact Info) -Use Cases (Implementation)	Partners role should include a brief description of the partner (max. 1 sentence) and extensively specify their role and task(s) assigned in the workplan and the capabilities they bring in from technical and commercial point of view. The use cases provided by the end-users should consist in the deployment of solution in their production facilities to fulfil a specific need or achieve a business objective in a real-world industrial environment.
<b>Strategic fit</b>			
Max scoring 15 Threshold: 9/15			
The proposal and described expected outcomes and impacts are aligned with the topic selected and they contribute to achieve one or more EITM Strategic Objectives.	5 points	-Contribution to expect outcomes and impact and EITM SOs (Strategic Fit)	Describe how the solution will contribute to the outcomes and impacts expected by the call topic, including estimation of scale and significance. Indicate also which EITM Strategic Objectives you will contribute to achieve, explaining how.
The preliminary Skills Development Strategy presented is credible and the consortium has the right competence to ensure that knowledge gained from the implementation of the activity will be available as training.	5 points	-Skills Development Strategy (Strategic Fit)	The preliminary Skills Development Strategy should include a brief explanation on how and who in the consortium is going to identify the skills gap and to develop the training materials (including what kind of content is going to be offered).
The proposal offers an ambitious financial sustainability return to the KIC.	5 points	-% of revenue sharing (min. 5%) (Strategic Fit) -Total estimated payment to EIT Manufacturing (at least equivalent to the grant requested) (Strategic Fit)	Select the percentage of revenue sharing of the mechanism. This percentage should not be lower than 5%, and the total estimated payment to EIT Manufacturing, calculated from the revenue projections provided in the application, should be at least equivalent to the grant requested.
<b>EU Dimension</b>			
Max. scoring 10 Threshold: 6/10			
The consortium demonstrates pan-European outreach and the budget is fairly distributed across different countries and CLC.	5 points	-Pan-European Dimension (EU Dimension)	Describe how the consortium as a whole demonstrates pan-European outreach and can build on synergies with other EU instruments and programs.
The proposal meaningfully addresses the RIS aspects (engagement of RIS countries in the activity and impact generated in RIS countries by the result(s) exploitation)	5 points	-RIS Aspects (EU Dimension)	Describe how the RIS aspects are addressed, including the engagement of RIS countries in the activity and impact generated in RIS countries by the result(s) exploitation.