

# List of core KPIs and additional KPIs

Code core KPI	Definition/Details	Supporting documents
Intellectual property rights [EITHE01]	[EITHE01.1] Number of innovative products, processes and methods & Intellectual Property Rights (IPR) applications resulting from KIC activities [no target, reported only]	Structured data: - Year of reporting
Innovations launched on the market [EITHE02]	- [EITHE02.1] Number of all innovations introduced on the market during the KAVA duration or within six months after completion. Innovations include new or significantly improved products (goods or services) sold. [TARGET]	<ul style="list-style-type: none"> <li>- Type of intellectual property right: patent; trademark; registered design; utility model; other</li> <li>- Application title</li> <li>- Application reference</li> <li>- Application date</li> <li>- IPR owner</li> <li>- Country of the IPR owner</li> <li>- IPR status: has the IPR protection been awarded</li> <li>- IPR Award reference if any</li> <li>- Technology Readiness Level</li> <li>- Reference to KAVA/portfolio</li> </ul> Supporting evidence: n/a

**Innovations launched on the market [EITHE02]**

- **[EITHE02.4] Number of innovations introduced on the market during the KAVA duration or within six months after completion with a sales revenue of at least 10 000 EUR documented. [TARGET]**

Innovations introduced on the market must be directly linked with the KAVA and reported in the year when they reached the first revenue (but not later than six months after completion of the KAVA).

Markets to be defined per country (incl. RIS countries) EIT

RIS KPI:

- [EITHE02.2-EITRIS] – EIT RIS # products or processes (as per EITHE02.1 definition) launched on the market by organisations from the EIT RIS countries [TARGET]
- [EITHE02.3-EITRIS] - EIT RIS countries – # of EIT RIS countries related to the products introduced on the market (as per EITHE02.1 definition) [no target, reported only]

**Structured data:**

- Year of reporting
- Name of the innovation
- Type of innovation (e.g. new product, new service)
- Market (country)
- Country of origin of the company commercializing the innovation
- Total revenue from the innovations launched on the market for the reported year in EUR. For open access innovations only: number of confirmed users.
- Was the innovation launched by learners/graduates from labelled programmes (or with direct link to participating in the labelled activity)?

Supporting evidence (required only for the sub-KPI with the threshold of 10,000 EUR):

- Description of product or process with specified performance characteristics/ physical parameters/ functionalities demonstrating novelty (new or significant improvement) of the product/process
- Declaration demonstrating link with a specific KIC KAVA (indication of the specific output of KIC KAVA(s)) and financial proof of the KAVA investment in the innovation development

Documented proof such as an invoice or an online sales record demonstrating that the purchases totaling to at least 10 000 EUR has been made by a customer

<p>Supported Start-ups/Scale-ups [EITHE03]</p>	<p>[EITHE03.1] Supported start-ups/scale-ups: Number of start-ups and scale-ups supported by KICs for at least 2 months in year N, provided the KIC's services contribute to the company's growth (including potential growth). KIC should justify that the provided services contribute to the company's growth (including potential growth). Examples of such services are mentoring, consultancy on access to finance and markets, product / service marketing, legal advice, internationalization, match-making, etc. The services should be provided for a total period of at least two months. Start-ups and scale-ups will be reported by country of registration of the venture. [TARGET]</p> <p>EIT RIS KPI:</p> <ul style="list-style-type: none"> <li>- [EITHE03.2-EITRIS] EIT RIS Start-ups/scale-ups supported: Number of start-ups and scale-ups registered in EIT RIS</li> </ul>	<p>Structured data:</p> <ul style="list-style-type: none"> <li>- Year of reporting</li> <li>- Company name</li> <li>- Company registration number</li> <li>- Company website</li> <li>- Country of registration</li> <li>- Gender of the CEO/owner</li> <li>- Reference to a specific KIC KAVA</li> </ul> <p>Supporting evidence: n/a</p>
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	<p>country supported by KICs for at least 2 months in year N [TARGET]</p> <ul style="list-style-type: none"> <li>- [EITHE03.3-EITRIS] EIT RIS countries –KIC supported start-ups/scale-ups: Number of EIT RIS countries where start-ups/scale-ups supported by KICs (as per EITHE03.1 definition) are registered [no target, reported only]</li> </ul>	
<p>Start-ups created [EITHE04]</p>	<ul style="list-style-type: none"> <li>• [EITHE04.1] Number of start-ups established in year N as a result / based on the output(s) of KAVA(s), or start-ups created for the purpose of an innovation project to organise and support the development of an asset (but not later than six months after the completion of KAVA). [TARGET]</li> <li>• [EITHE04.4] Number of start-ups established in year N as a result / based on the output(s) of KAVA(s), or start-ups created for the purpose of an innovation project to organise and support the development of an asset (but not later than six months after the completion of KAVA) having <u>financial transactions of at least 10 000 EUR for services/products (result of the KIC KAVA) sold to customers.</u> [TARGET]</li> </ul> <p>EIT RIS KPI:</p> <ul style="list-style-type: none"> <li>- [EITHE04.2-EITRIS] EIT RIS Start-ups created of/for innovation: Number of start-ups registered in EIT RIS country in year N and established as a result/ based on the output(s) of Innovation/ Research related KAVA(s), or created for the purpose of an innovation project to organise and support the development of an asset [TARGET]</li> <li>- [EITHE04.3-EITRIS] EIT RIS countries - start-ups created of/for innovation: Number of EIT RIS countries where</li> </ul>	<p>Structured data:</p> <ul style="list-style-type: none"> <li>- Year of reporting</li> <li>- Company name</li> <li>- Company registration number</li> <li>- Company website</li> <li>- Country of the company registration</li> <li>- Gender of the company CEO/owner</li> </ul> <p>Supporting evidence <u>only for the sub-KPI with the threshold of 10,000 EUR:</u></p> <ul style="list-style-type: none"> <li>• Registration certificate of a start-up established in year N</li> <li>• Description of the start-up and its core business</li> <li>• Document such as an invoice or an online sales record certifying financial transactions of at least 10 000 EUR for services/products (result of the KIC KAVA) sold to a customer.</li> </ul>

	<p>start-ups of/for innovation (as per EITHE04.1 definition) were registered [no target, reported only]</p>	
<p>Investment attracted by KIC-supported start-ups and scale-ups [EITHE06]</p>	<p>[EITHE06.1] Investment attracted by KIC-supported start-ups and scale-ups Total EUR amount of private and public capital attracted within year N by supported start-ups / scale-ups (per country) that have received KIC business creation services support or HEI CBI project support of total duration of at least two months, within a maximum of three years following the last received KIC KAVA incl. project support activity. [TARGET]</p> <p>EIT RIS KPI:</p> <ul style="list-style-type: none"> <li>- EITHE06.2-EITRIS] Investment attracted by KIC supported EIT RIS start-ups/scale-ups: Total EUR amount of private and public capital attracted within year N by supported start-ups/scale-ups established in the EIT RIS countries, that have received KIC business creation services support of total duration of at least two months, within a maximum of three years following the last received KIC KAVA support activity. [TARGET]</li> <li>- [EITHE06.3-EITRIS] EIT RIS Country - Investment attracted by KIC supported EIT RIS start-ups/scale-ups: Number of EIT RIS Countries where the supported start-ups/scale-ups which attracted investment were registered [no target, reported only]</li> </ul>	<p>Structured data:</p> <ul style="list-style-type: none"> <li>• Year of reporting</li> <li>• Investment amount</li> <li>• Company name</li> <li>• Company registration number</li> <li>• Country of the company registration</li> <li>• Gender of the CEO</li> <li>• Year in which the last support was received</li> </ul> <p>Supporting evidence:</p> <ul style="list-style-type: none"> <li>• Declaration of a start-up proving the amount, type of investment, source of income by type (public/private) and a link to a specific KAVA and support received and the year when last support was provided. In case the investment was attracted from public source, it should be specified (e.g. from EU Structural Funds). If possible, links to further evidence (e.g. website) should be included.</li> </ul>

<p>Students enrolled in EIT-labelled programmes [EITHE09]</p>	<p>[EITHE09.1] Sum of students enrolled in EIT labelled master's, EIT labelled PhD programmes, participants in EIT labelled Fellowship schemes and other education activities awarded EIT Label (in year N). [no target, reported only]</p>	<p>Structured data:</p> <ul style="list-style-type: none"> <li>• Year of reporting</li> <li>• Name</li> <li>• Contact detail/email address</li> <li>• Gender</li> <li>• Country of origin</li> <li>• Country of residence</li> <li>• Education programme type</li> <li>• Education programme/activity and information whether the activity has been developed as part of the HEI CBI</li> <li>• Name of the HEI / education provider</li> <li>• Year of starting the studies under the EIT label</li> <li>•</li> <li>• Supporting evidence: n/a</li> </ul>
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<p>Graduates from EIT-labelled programmes [EITHE07]</p>	<p>[EITHE07.1] Sum of graduates from EIT labelled master’s, PhD programmes and other education activities awarded EIT Label (in year N). [TARGET]</p> <p>EIT RIS KPI:</p> <ul style="list-style-type: none"> <li>- [EITHE07.2-EITRIS] EIT RIS Graduates from EIT labelled MSc/PhD programmes and other education activities awarded EIT Label: Number of graduates from EIT labelled Master and PhD programmes in year N with citizenship in EIT RIS countries [TARGET]</li> </ul>	<p>Structured data:</p> <ul style="list-style-type: none"> <li>• Year of reporting</li> <li>• Name</li> <li>• Contact detail/email address</li> <li>• Gender</li> <li>• Country of origin</li> <li>• Country of residence</li> <li>• Education programme/activity</li> <li>• Education programme type</li> <li>• Name of the education provider</li> <li>• Year of starting the studies under the EIT label</li> <li>• Year of completing the studies under the EIT label</li> </ul> <p>Supporting evidence: n/a</p>
<p>Start-ups created by students enrolled and graduates from EIT-labelled programmes [EITHE05]</p>	<p>[EITHE05.1] Number of start-ups established in year N by students enrolled and graduates from EIT labelled MSc and PhD programmes or by learners / participants in other EIT labelled activities</p> <p>To be eligible, a start-up should be created during EIT labelled programme (by students, participants) or within six months from the graduation (by graduates) or within six months in case of other EIT Label activities.). [TARGET]</p> <p>EIT RIS KPI:</p> <ul style="list-style-type: none"> <li>- [EITHE05.2-EITRIS] EIT RIS start-ups created of EIT labelled MSc/PhD programmes: Number of start-ups established in EIT RIS countries in year N by EIT labelled MSc and</li> </ul>	<p>Structured data:</p> <ul style="list-style-type: none"> <li>- Year of reporting</li> <li>- Company name</li> <li>- Company registration number</li> <li>- Country of the company registration</li> <li>- Company website</li> <li>- Name of the student who created the company</li> <li>- Gender of the student who created the company</li> </ul> <p>Supporting evidence:</p> <ul style="list-style-type: none"> <li>• Registration certificate of a start-up established in year N</li> <li>• Description of the start-up and its core business</li> </ul>

	<p>PhD students or graduates or by learners / participants in other EIT labelled activities [TARGET]</p> <ul style="list-style-type: none"> <li>- [EITHE05.3-EITRIS] EIT RIS Countries - Start-ups created of EIT labelled MSc/PhD programmes: Number of EIT RIS countries where the start-ups created by EIT labelled MSc and PhD students or graduates are registered [no target, reported only]</li> </ul>	<ul style="list-style-type: none"> <li>• Document such as an invoice or an online sales record certifying the first financial transaction for a service/product sold to a customer</li> </ul>
<p>Participants in non-labelled education and training [EITHE08]</p>	<p>[EITHE08.1] Number of successful participants in EIT professional development courses, online training courses and other education/training activities delivered or in a process of delivery (by country and type of programme), including data on country of citizenship and gender. Only participants, who successfully finished the programme, will be counted. For this KPI, only those education and training activities which have clearly defined learning outcomes, and which carries out competency assessment method are applicable. [TARGET]</p> <p>[EITHE08.3 List of (non-degree) education and training: List of EIT professional development courses, online training courses and other education/training products delivered or in a process of delivery (by country and type of programme): details to include learning outcomes and competency assessment method and results [no target, reported only]</p> <p>[EITHE08.4] List of institutions/organisations delivering the (non- degree) education and training, incl. country [no target, reported only]</p> <p>EIT RIS KPI:</p> <ul style="list-style-type: none"> <li>- [EITHE08.2-EITRIS] EIT RIS Participants in (non-</li> </ul>	<p>Structured data:</p> <ul style="list-style-type: none"> <li>- Year of reporting</li> <li>- Title of course/training/education activity delivered</li> <li>- Type of the programme</li> <li>- Key learning outcomes, competencies and results of the programme</li> <li>- Number of participants enrolled in the reporting year (and breakdown of participants by country of origin)</li> <li>- Number of participants who successfully finished the course in the reporting year</li> <li>- The following aspects related to EIT RIS countries will be provided: number of successful participants in EIT professional development courses, online training courses and other education/training activity delivered or in a process of delivery with citizenship in EIT RIS countries.</li> </ul> <p>Supporting evidence: n/a</p>

	<p>degree) education and training: Number of successful participants in EIT professional development courses, online training courses and other education/training activity delivered or in a process of delivery with citizenship in EIT RIS countries [TARGET]</p>	
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Code – Additional KPI	Thematic	KPI Title	KPI Definition	Evidence requirements
KIC.E01	Education	# Badges issued to document and testify the achievement of a learning outcome in EIT Manufacturing education programmes, not including EIT-labelled Master and PhD	Badges indicate a learning outcome of a learning path is documented with a learning certification (=badge) in year N. A learning path consists of a combination of nuggets and/or other learning modules, created to bring a learner from an initial to a final competence level and can be customized. It is assumed that the modularity and customisation of learning paths encourage and facilitate the learners in acquiring more certificates to strengthen their professional profile.	List of certificates provided including: names, contact details (e- mail address), gender and country of citizenship, indication of the educational programme, acceptance of privacy policy/consent to data collection and sharing with EIT. The list is to be confirmed by the KIC Education Director. Source for such list are the enrollments at the GLP and in physical classes, i.e. the information requirements must be recorded when registering for training courses.
KIC.E02	Education	Number of educational products launched	EIT Manufacturing aims at creating education products which consists of a physical or digital/printable KIT that can be used to enable learning experiences such games, experiments or workshops. This indicator measures the number of educational products which are offered to learners or schools or universities and what. Applicable to Education proposals.	Educational products launched should be communicated to the Education Director by the activity leader (through a template), proof of offering the product to market.

KIC.G03	Education / Innovation	Number of digital nuggets created	EIT Manufacturing aims at create digital content in small units to address the education needs of target groups. This indicator measure every educational module that can be delivered digitally via the Guided Learning Platform having a learning time between 5 and 30 min. Applicable to proposals in all Areas.	The nuggets are uploaded on the Guided Learning Platform, the related information has to be given by activity leader to Education Director (through a template - tbd)
KIC.G04	Education / Innovation	Number of digital nuggets consumed	The EIT Manufacturing aims that at developing manufacturing competencies through the consumption of digital nuggets. This indicator measures the nuggets that are accessed and used on the Guided Learning Platform by users. Applicable to proposals in all Areas.	The indicator is measured by the Guided Learning Platform.
KIC G.05	Education / Innovation	Number of learning paths created	The EIT Manufacturing aims that at developing manufacturing competencies through the consumption of digital nuggets. This indicator measures the learning paths that are accessed and used on the Guided Learning Platform by users. Applicable to proposals in all Areas.	The indicator is measured by the Guided Learning Platform.

KIC.B01	Business Creation	# of Manufacturing clients introduced to start-ups and SMEs, through the KIC Activity	<p>This KPI's objective is to supervise the commercial activity generated through the KIC activity. It is defined by the number of Manufacturing clients that the KIC Activity introduced to its portfolio's companies, in order to allow those portfolio's companies to discuss clients' needs and develop business</p> <p>Be aware, this is not about match-making event. It is about driving a dedicated meeting between a portfolio company and Manufacturing clients to have a specific and deep discussion about clients' needs, solution proposal, and business opportunity</p>	<p>Formal signed declaration of honor from Coordinator, showing for the portfolio's companies:</p> <ul style="list-style-type: none"> <li>- the list of Manufacturing clients that were introduced (presented) to portfolio' companies</li> <li>- the material proof of such introductions, consisting of Minutes of meetings between the portfolio company and the Manufacturing client. Such Minutes must show the topics that were discussed in the and the actions that both parties (portfolio company and Manufacturing client) agree upon to develop business</li> </ul>
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KIC.B03	Business Creation	# of "Qualified Business Analysis" delivered, through the KIC Activity	<p>This KPI's objective is to supervise the Business critical thinking that must be promoted through the KIC activity. It is defined by the number of "Qualified Business Analysis" that were built and shared through the KIC activity</p> <p>The list of types of Business Analysis is as follow: Market studies, Product and/or technology roadmap definition, Business Plan, Transformation Plan, Go To Market (marketing and commercialization) document, Go to Financing document</p> <p>A Business Analysis is qualified, only if the EITM / Business Creation team (under Business Creation Director supervision) reviewed and accepted the analysis</p>	Formal signed declaration of honor from Coordinator, showing the list of "Qualified Business Analysis", with those Analysis proposed in attached documents
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KIC.B04	Business Creation	# Business Creation reputation building events organized through the KIC Activity	<p>This KPI's objective is to supervise the intensive and efficient communication/networking works that are essential to raise awareness and position EITM as a key Leader in driving Business Creation in Europe.</p> <p>It is defined by the number of events that the KIC Activity led or co-led to promote EIT Manufacturing / Business Creation awareness and reputation. Those events are with the presence of Business Creation team representative.</p>	<p>Formal signed declaration of honor from Coordinator, showing list of events led or co-led by KIC Activity. For each event information about:</p> <ul style="list-style-type: none"> <li>- where / when / attendees</li> <li>- topics of Business Creation presented</li> <li>- representative of Business Creation team</li> </ul>
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