



Call for legal entities and individuals to apply to the EVO-R activity

EIT Manufacturing invites legal entities and individuals to apply to the EVO-R activity within the context of EIT Manufacturing's RIS programme.

Submission Deadline: June 30, 2021, 23:00 (CET)

For information about the EVO-R call, please visit: <http://ris.eitmanufacturing.eu/call-evo-r/>

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Version History:

Version: 2021.05.19.	Initial version, published for the EVO-R call.
Version: 2021.06.21.	Second version published for the EVO-R call.

1. Overview

The European Institute of Innovation and Technology (EIT) strengthens Europe's ability to innovate by powering solutions to pressing global challenges and by nurturing entrepreneurial talent to create sustainable growth and skilled jobs in Europe. The EIT is a body of the European Union which is an integral part of Horizon Europe, the EU Framework Programme for Research and Innovation. EIT supports the development of dynamic pan-European partnerships – EIT Knowledge and Innovation Communities – among leading companies, research labs, and universities.

EIT Manufacturing is supported by the EIT and is one of eight innovation communities within EIT. The others are EIT Climate-KIC, EIT Digital, EIT Food, EIT Health, EIT InnoEnergy, EIT Raw Materials, and EIT Urban Mobility. EIT Manufacturing's vision is that the global manufacturing innovation is led by Europe. EIT Manufacturing's main mission is to bring European stakeholders focused on manufacturing together in innovation ecosystems that add unique value to European products, processes, and services and inspire the creation of globally competitive and sustainable manufacturing. EIT Manufacturing brings together more than 65 organizations (universities, research institutions, and businesses) from several countries.

The EIT Regional Innovation Scheme (EIT RIS) is designed for EU Member States and Horizon Europe Associated Countries in Europe who are modest and moderate innovators (according to the European Innovation Scoreboard). Strategically, the scheme is an additional offer to these countries to facilitate their engagement with the EIT Innovation Communities. The EIT RIS serves the purpose of providing targeted support to individuals and entities from EIT RIS eligible countries to take part in KICs activities and benefit from KIC services and programmes.

2. The structure of the EVO-R activity

EVO-R is a competition to attract, select and support small teams/entities coming from EIT RIS eligible countries towards bringing to the European and other world markets small scale manufacturing related solutions that have been already developed with the help of regional/national programmes. The activity will provide financial support to the selected entities, as well as in-kind support.

Selected entities are eligible to receive financial support in the form of sub-granting to conduct the following activities (all applicants need to choose at least two (2) out of five (5) activities):

- Further develop research results into commercially available small-scale products or services.
- Look for/acquire potential customers in the EU and world markets (consulting, lead generation services, etc.).

- Prepare the market launch of the product/service (legal services, consulting, website development, etc.).
- Acquire product/service-related certificates which fosters business development in certain industrial sectors or markets. (ETV certificates, Patent registrations, trademark, ISO, etc.).
- Establishment of a company (legal services; establishment costs, accounting etc.).

Up to twenty-five (25) selected entities are expected to receive sub-granting up to EUR 30 000. The eligible costs shall be directly connected to any of those activities which are described above and chosen by the applicant team. A financial plan will be required from each applicant, which will be used as the basis for calculating the exact amount of financial support.

Main elements of EVO-R:

- Open call for applications from individuals, SMEs, start-ups, universities, research and technology organizations (RTO), and university-related foundations from EIT RIS eligible countries.
- Selection of max. twenty-five (25) entities based on written applications and hearings with the involvement of external evaluators.
- Development of the selected project activities until the end of 2021.
- Exhibition of the project outcomes at manufacturing related events.

3. Eligibility criteria – who can apply

The call is open for individuals, SMEs, start-ups, universities, research and technology organizations (RTO), and university-owned research foundations who/which are registered/resided in EIT RIS eligible countries and have already developed a prototype in small teams addressing manufacturing-related challenges, with a convincing financial, environmental, and societal impact potential. Individuals may apply, however, they are not eligible to directly receive sub-granting within the EVO-R activity. Individuals will be in fact required to establish a company in order to receive financial support for the implementation of their submitted project plan.

Eligibility criteria:

- Legal entities.
- The EVO-R call is open for external organizations therefore EIT Manufacturing partners are not eligible to apply.
- This call is designed for legal entities registered in one of the following countries: Bulgaria, Croatia, Cyprus, Czech Republic, Estonia, Greece, Hungary, Italy, Latvia, Lithuania, Malta, Poland, Portugal, Romania, Slovakia, Slovenia, Spain.

- Individuals from EIT RIS eligible countries with a prototype at the TRL 7-9 (exceptionally 6) can apply to the EVO-R call, however, individuals will be required to establish a company in order to receive financial support. The established legal organization must be registered in one of the following countries: Bulgaria, Croatia, Cyprus, Czech Republic, Estonia, Greece, Hungary, Italy, Latvia, Lithuania, Malta, Poland, Portugal, Romania, Slovakia, Slovenia, or Spain.
- The developed prototype must be strongly connected to manufacturing.
- Eligible legal entities could be SMEs, Start-ups, universities, research and technology organizations (RTO), and university-owned foundations. Only legal entities which can commercialize services and products are eligible for subgranting in the EVO-R call. Hence, only those universities, research and technology organizations (RTO), and university-owned foundations that can generate revenue from the commercialization of products and services are eligible to participate in the EVO-R call and receive funding if selected.
- It is highly recommended that the prototype is within the scope of one of EIT Manufacturing's flagships. EIT Manufacturing's flagships are the followings:
 - o Flexible Production Systems for Competitive Manufacturing
 - o Low Environmental Footprint Systems & Circular Economy for Green Manufacturing
 - o Digital & Collaborative Solutions for Innovative Manufacturing Ecosystems
 - o Human-machine co-working for Socially Sustainable Manufacturing
- For more information about EIT Manufacturing's flagships, please visit: <https://eitmanufacturing.eu/about-us/#flagships>

4. Rules on funding, costs, and payment

Funding will be provided to cover the costs of activities necessary to implement the proposed project plan. The available financial support could be used to cover the following indicative cost types related to the selected projects:

Eligible cost categories:

- Travel costs – (up to 10% of the total amount)
 - o Examples: Business trip related accommodation; Flight ticket; Train ticket; Bus ticket; etc.
- Product/project development (up to 80% of the total amount)
 - o Personnel effort (up to 50% of the total amount); required hardware/software purchase (up to 50% of the total amount); Subcontracting of suppliers (up to 50% of the total amount)
- Cost of company registration (Up to 20% of the total amount)
 - o Examples: Cost of company registration; Legal services; Accounting

- Consulting services (legal, IP, accounting) (up to 30% of the total amount)
- Webpage development (up to 10% of the total amount)
 - Created webpages must be appropriately branded in line with EIT Manufacturing's branding policy
- Costs of training and conferences (up to 25% of the total amount)
- Promotional costs – (up to 20% of the total amount)
 - Examples: Online promotions; Representation at related professional events
- Cost of product/service-related certificates – (up to 70% of the total amount)
 - Examples: ETV certificates; Patent registrations; Trademark
- Cost of sales (up to 25% of the total amount)
 - Examples: Lead generation services
- Any costs strictly and directly connected to any of the following activities referred in the second subsection of this call document might be considered eligible.

Keeping the spending limitations on the cost categories is highly recommended, however, these are not mandatory and they may depend on individual project needs.

NOT eligible costs:

- Costs not related to EVO-R project
- Accounting services not related to company registrations
- Office rent
- Copying, postal/courier fees
- Cost of large research infrastructure and device purchase not related to product development (e.g., mobile phone, laptop, vehicles)

The winning applicants will need to follow the administrative rules of EIT Manufacturing in terms of cost reporting. Financial plans submitted in the application phase can be modified based on the needs of the selected teams during the implementation phase. However, EIT Manufacturing's approval will be required for making any modifications to the initially submitted financial plan.

Payments

EIT Manufacturing will proceed with payments of the project funding for the winning applicants as per the following tentative plan:

- 40% of the total agreed funding as pre-financing based on the submitted financial plan will be paid after eligibility check has finished, the legal entity has been approved, the subgranting and the financial contribution contract (see section 5 below) has been signed by both parties. In case of successful application of individuals, a company needs to be registered by the selected individuals, and the newly established company must sign a subgranting and financial contribution contract before any pre-financing would be available.
- 40% of the expected funding upon completion of internal procedure control declaring that the respective costs incurred from the starting date of the project to September 2021 are eligible and upon acceptance of the financial report and technical progress report about the project implementation by EIT Manufacturing. The internal procedure control is expected to take place from October 1st 2021 and be completed by October 31st 2021. Once it is completed EIT Manufacturing will proceed with the payment.
- 20% of the expected funding as post-financing upon completion of internal procedure control declaring that the respective costs incurred from the starting date of the project to 31 December 2021 are eligible and upon acceptance of the final financial report and final performance report about the project implementation by EIT Manufacturing. The internal procedure control will take place after January 1st 2022 and be completed by the end of January 2022. Once it will be completed EIT Manufacturing will proceed with the final payment. All projects supported in this call must be fully completed by 31 December 2021.

The maximum requested funding shall be 30.000 euros in total.

There is no co-funding requirement, but co-funding from any applicant will be considered positively.

5. Contribution to the financial sustainability of EIT Manufacturing

Each applicant needs to describe in the application how the proposed project would contribute to EIT Manufacturing's financial sustainability through the "product and service revenue shares" mechanism (see below). Signing a financial contribution contract with EIT Manufacturing is a prerequisite to be eligible to receive financial support for the implementation of the submitted project plan. Further to the financial plan, each applicant must submit a revenue forecast for five years starting from 2022.

Product and Service revenue shares

The selected project shall lead to the commercialization of the proposed product/process (such as hardware and software product) and/or service (such as consulting and maintenance). EIT Manufacturing shall be remunerated by a portion of the revenues generated. The expected revenue share for EIT Manufacturing is 1%-5%. Applicants must calculate their projects' financial contribution to EIT Manufacturing's financial

sustainability based on their five-year revenue forecast. The duration of payment is aligned with the duration of revenues, starting from the first year of sales and last for a maximum of five (5) years with a maximum contribution of EUR 30 000 to EIT Manufacturing's financial sustainability.

6. Selection criteria

Proposals will be evaluated by EIT Manufacturing using the criteria listed below. Based on the evaluations and the overall available funding, EIT Manufacturing will rank the proposals and select the winning proposals. The total maximum score for a project is 100.

- Research result or prototype potential, excellence, and innovativeness of the solution – 30 points
- Market opportunity and competitive advantage – 25 points
- Relevance to EIT Manufacturing's flagships – 10 points
- Implementation plan excellence and contribution to financial sustainability – 35 points

The following factors will be positively considered: a new company will be created; co-funding is planned; gender balance is considered; a convincing financial contribution plan, based on the revenue forecast, to EIT Manufacturing's financial sustainability is presented.

After selecting max. twenty-five (25) teams based on the received written applications, a hearing will be organized where the pre-selected teams will need to present their projects in a verbal format and dynamically answer questions to an international jury panel in English language. In case of inability to convince the jury panel at the hearing of the feasibility of the project plan, the applicant will be rejected. The hearings are expected to take place in July 2021.

A Selection Committee will be appointed to carry out the evaluation of applications submitted. Please note that the Selection Committee's internal proceedings are strictly confidential.

7. Contract Signing

During this phase, the contracts (sub-grant agreement and financial contribution contract) will be signed, and the appropriate legal documents will be asked in order to document the eligibility of the applicants. Signing a financial contribution contract with EIT Manufacturing is a prerequisite for receiving financial support for the implementation of the submitted project plan. Individuals will be required to establish a company in order to be eligible to receive financial support for the implementation of their submitted project plan. In case of inability to prove the eligibility, the application will be rejected even though it was accepted to the hearing. This process is tentatively expected to take place during summer 2021.

8. Output and Deliverables

The winning applicants should submit a final performance report including a clear description, demonstration (e.g. video), and evidence of the implementation of their project. The winning applicants should provide the final financial report related to the approved activity. The winning applicants will need to follow the administrative rules of EIT Manufacturing in terms of cost reporting.

9. IP rights and confidentiality

The applications submitted to EIT Manufacturing for the EVO-R call are handled under confidentiality. Everybody who comes in contact with the applications during the review process is bound by confidentiality agreements. By applying to the competition, the applicants consent to accessing, keeping, and using their data by EIT Manufacturing for the purposes of the competition. Applicants retain full and exclusive ownership of their prior information and intellectual property rights.

10. Evaluation review procedure

Applicants may have recourse to redress if they have grounds to believe that their application has been adversely affected by apparent shortcomings in the evaluation process or the eligibility check of their proposal. A request for redress from the applicant and addressed to EIT Manufacturing may be submitted in writing through the contact email address provided in the call document, within five days of the date on which EIT Manufacturing informs the applicant of the evaluation results. Please note that redress on the technical judgment of the external expert evaluators is not admissible. An EIT Manufacturing Evaluation Review Committee will examine the request and provide an opinion on the procedural aspects of the evaluation process and not on the merits of the proposal. Based on this opinion, a decision will be taken by EIT Manufacturing, and the applicant will be notified in writing.

11. Other conditions and information

EIT Manufacturing intends to take an active role in following up with the selected entities and supporting the selected teams in the project implementations; details to be agreed with the winning applicants.

A complete application should consist of (i) a filled out " EVO-R " application template (submit as a PDF document), (ii) a filled out financial plan and revenue forecast (submit as a Microsoft Excel document), and be sent via email to: ris@eitmanufacturing.eu with the subject "EIT Manufacturing EVO-R – [NAME OF PROPOSAL]".

The total size of all files to be sent in email (filled out application template; financial plan and revenue forecast;) shall not exceed twenty (20) megabytes.

The application should be written in English, and please note that only complete applications will be evaluated. The closing date is 30th June, 2021.

For any clarification you may refer to the following e-mail address: ris@eitmanufacturing.eu

Opening call:	May 20, 2021,
Closing call:	June 30, 2021, 23:00 (CET)
Evaluation and hearing:	July 2021
Project starts:	July/August 2021
Project finishes:	December 31, 2021 latest

Disclaimer:

The provided information and guidance in this document are intended to contribute to a better understanding of the call for EVO-R. This guidance does not create any enforceable right or expectation. EIT Manufacturing retains the right to change the structure, and the rules of the call described as well as of this document, as needed. As this document reflects the current state at the time of its preparation, it should be regarded as a 'living document' open for revisions and its content may be subject to modifications without notice. Finally, EIT Manufacturing retains the right to cancel the call at any time and for any reason.

The applicants are encouraged to check the call webpage regularly in case for any updated versions of the relevant documents (each document's version is always provided in the first page).