Climate-KIC

Demonstrator Proposal Guidance

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Climate-KIC is supported by the
EIT, a body of the European Union

Contents

1. Demonstrator Application Support

For questions please liaise with your main contact in the first instance. Details of local Climate-KIC lead and Theme representatives provided for ease of reference:

Geography	Climate-KIC office	Local Climate-KIC leads	Mail
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Sustainable Production Systems (SPS)	Istvan Pocs	istvan.pocs@climate-kic.org
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2. The proposal submission process

Means of submission

Please submit your proposals by email to the address applications@climate-kic.org and copy in the Theme representative and your local Climate-KIC lead.

Format

Please submit your document as a word document and pdf, and name according to the following structure:

Acronym_theme acronym_submission date e.g. DMF_ProjectX_ 22042016

3. The Proposal Eligibility Criteria

Climate-KIC project applications **must comply with the following criteria**:

1. Partner Status: Only Climate-KIC partners are eligible to submit project proposals and to receive EIT funding for these projects. Non Climate-KIC partners are not subject to EIT funding, however in specific circumstances they may participate in Climate-KIC projects in the following cases:
    i. A non Climate-KIC partner, interested in becoming one, has been declared strategically important by a Geography and/or Theme.
    ii. A non Climate-KIC partner is crucial for the project, but has not been declared strategically important by a Geography and/or Theme. Sub-contracting options can in this case be explored together with the local Climate-KIC Lead.
    iii. A non Climate-KIC partner intends to support a project and doesn't request any Climate-KIC funds.
2. European added value: In order to leverage and create impact in the European dimension, Demonstrator projects must meet the minimum acceptable criteria in one of the following ways:
    i. KIC Partners from at least two Climate-KIC locations should be involved. Our preferred method.
    ii. At least two KIC Partners from one Climate-KIC Geography and with other project stakeholders from other Climate-KIC locations who are not necessarily Climate-KIC partners, but meet the eligibility criteria defined in 1.i, .ii and .iii above.
    iii. At least two KIC Partners from one Climate-KIC Geography and where the proposed Innovation Opportunity will be exploited (whether as a demonstrator or as the self-sustaining outcome) in at least one other Climate-KIC location.
3. Co-funding: Total declared co-funding is at least 50% of the EIT grant requested.
4. Business Model Validation: To be eligible for the Programme, applicants must submit the proposed business model of the innovation and a description of the validation activities performed.

4. Demonstrator Programme Description

4.1 Introduction

The Demonstrator programme is one of the most important programmes in the Climate-KIC Innovation Framework principally because of how we define Innovation:

Innovation is the application of new ideas to solve a valued need

The Demonstrator programme is where we focus on application, so by definition it is where the actual innovation happens – it is where we demonstrate innovation. Within the context of the Climate-KIC Innovation Framework, the Demonstrator programme complements other programmes, each with its specific purpose. There is no requirement to have participated in other Programmes to enter the Demonstrator, but the Innovation Framework was designed so that participation in other Programmes is likely to lead to a stronger Demonstrator opportunity.

Innovation is much more than just the specific technological or knowledge idea, so the Demonstrator is much more than just proving the idea works. We must prove the Innovation works and that means we must demonstrate the idea and the context within which it will work. Typically, this means that we demonstrate the key tenets of the business model. For example:

- The product and the service can be delivered cheaply enough for the intended market.
- The policy implementation can be owned and funded.
- The product or service delivers value for both the distribution channel (eg. simple to sell) and for the end customer (eg. solves the problem).
- Suppliers exist who can build to tolerances in production scenarios.
- All stakeholders can collaborate efficiently in systems innovation.

The validated business model is now part of the Demonstrator eligibility criteria, so that Climate-KIC can assess how the application intends to demonstrate the innovation in context. There is no absolute definition of what constitutes a demonstrated innovation, however the objective of the Demonstrator is to:

Ensure we have demonstrated a sufficient amount of the idea and its associated business model, that without further Climate-KIC funding, the innovation can continue to exist and hopefully prosper.

This typically means that the on-going resources and funding have been secured as part of the Demonstrator activity.

A Demonstrator project typically lasts 2-3 years and funding typically ranges from 200-800k€/year.

To be noted: KIC partners submitting a Demonstrator Proposal need to agree in principle that, in case of a successful project, Climate-KIC may benefit from e.g. a share of the revenue generated or of the equity of a created spin-off as a Return on Investment (ROI).

4.2 Glossary: Outputs, Outcomes and Impact

In Climate-KIC, we frequently use the terms outputs, outcomes and impact, so it is worth a reminder of what these terms actually mean:

Outputs - denote the tangible results created both during and at the end of a specified project. They are easily defined, measured and evidenced (through clear deliverables) at the time they are produced. One output (e.g. the prototype of an on-line tool) can be substantiated by several deliverables.

Outcomes - represent how the project outputs are perpetuated (for as long as possible) to deliver benefit – it is how the innovation can continue to exist and hopefully prosper. Outcomes are therefore longer term and more holistic covering both the tangible and the intangible.

Impact – is the resultant climate and economic benefit of the project outcomes.

4.3 Demonstrator Outputs

It is important that all Demonstrator outputs are clearly identified in all proposals. While all outputs are important, some are more relevant to Climate-KIC in managing its innovation activities as they either: correspond to a Climate-KIC KPI (see section 6), or; enable Climate-KIC to assess progress in a stage review. The proposal should pay particular attention to these KPI related outputs or interim outputs.

Example outputs include:

- A business model of the intended outcome that has been further refined to reflect learnings established in the Demonstrator project.
- An established entity or consortia of entities (whether for-profit or not-for-profit) that can take the innovation from demonstration to implementation and growth. The entity(ies) may be new or existing organisations, joint ventures, start-ups etc.
- Implementation plans and frameworks for the ongoing implementation and growth of the innovation
- Ongoing funding or revenue stream to support the innovation implementation and growth
- For climate mitigation, estimated GHG emission reduction potential of the project.
- For climate adaptation, estimated potential of value created through the project.
- Knowledge assets such as models, IP, studies, analysis, publications
- Physical assets such as demonstration sites, prototypes, beta products
- Ongoing funding and financial investments secured
- New or improved products or services
- Policies or standards implemented
- Human resources recruited eg. implementation leaders, developers, experts
- Project reports

4.4 Demonstrator Outcomes

Climate-KIC uses the business model to paint a picture of the intended outcome of the Demonstrator. The proposal needs to illustrate how the innovation contributes to a compelling proposition that can be exploited through a clear business model to deliver scale. A validated business model, a description of the

validation process and any insights/learnings gained, enables Climate-KIC to understand the strength of the assumptions made in the proposal.

For the avoidance of doubt, a business model is required for the ongoing scenario, whether in a for-profit or not-for-profit business model. Not-for-profit business models may be based on financial or in-kind contributions. Business model insights and learnings that underpin the proposed model should be shared and might include:

- Market/user/customer/citizen problems or needs analysis.
- Success criteria that will be important in delivering a viable value proposition
- Any barriers to success that will need to be addressed by the Demonstrator
- Existing competition whether climate relevant or not and how the innovation and/or business model contributes to differentiation.

It should be explicitly stated if the proposed innovation will not be ready for "market" at the end of the Demonstrator programme. In these cases, and in addition to the validated business model, the proposal must outline the further funding and investment required from which sources for the innovation to reach market readiness and the ongoing business model.

Since the Demonstrator is testing the business model, it is anticipated that the business model will be refined throughout the Demonstrator project and will also be an output in itself. Innovation rarely goes to plan, so stage reviews form an important part of the dialogue between Climate-KIC and the Demonstrator participants in steering a project for maximum impact and ensuring productive outcomes.

4.5 Demonstrator Impact

Impact is not measurable in advance, so for the purposes the Demonstrator programme, impact is an assessment of the potential climate and economic benefit. Specifically, for Demonstrator proposals economic impact is implied in the approach:

Climate Impact = Climate Relevance X Scalability

Climate relevance is considered for a single instance of the innovation and is referred to as the unit impact. Scalability considers how many innovations will be implemented within the spatial and temporal boundaries set and is where the economic dimension is brought to play.

The climate relevance of any Climate-KIC project is determined by how well the project addresses the climate mitigation and/or climate adaptation dimensions. It is mandatory that every project proposal demonstrates its climate relevance and neglecting this requirement will have a strong impact on the evaluation of the proposal. Climate relevance is of course very different for mitigation and adaptation activities, so the proposal will need to consider each that is relevant, separately.

4.5.1 Climate Relevance - Mitigation

Mitigation implies greenhouse gas (GHG) reductions, brought about either by a reduction in GHG emission into the atmosphere or absorption of GHG emission from the atmosphere. GHG emission reductions can include a reduction on emission currently emitted, or a reduction in emissions brought about by the project compared with a credible business-as-usual alternative, or sequestration of emissions currently in the atmosphere.

To assist with the preparation of a consistent climate impact assessment, Climate-KIC has created specific guidance, "*Climate-KIC climate impact assessment – Mitigation*" that should be referred to when writing a project proposal. Each project proposal is expected to provide an expected climate impact, estimated in tonnes of CO2 equivalents reduced against a baseline for a single instance of an innovation (or the average of multiple instances).

The Climate-KIC guidance draws upon methodologies from the Greenhouse Gas Protocol's Project Protocol as well as other internationally accepted standards as needed. The guidance is subject to refinement and expansion based on testing and implementation feedback. If a Climate-KIC project is approved for generating certified emission reduction credits by an internationally recognized third party or is seeking to achieve an internationally accepted environmental certification including a Life-Cycle-Assessment (e.g. ISO 14040) that requires a higher level or rigor than the simplified guidance, the "Climate-KIC climate impact assessment – Mitigation" is to be superseded by the specific GHG emission reduction calculation for the project.

4.5.2 Climate Relevance - Adaptation

Adaptation implies reduction in the vulnerability of human or natural systems to the impacts of climate change and climate variability related risks by maintaining or increasing adaptive capacity and resilience.

To assist with the preparation of a consistent climate impact assessment, Climate-KIC has created specific guidance, "*Climate-KIC climate impact assessment – Adaptation*" that should be referred to when writing a project proposal. For adaptation, both the classification of measures and the exact metrics remain a bit more open in the scientific debate. This is why the Climate-KIC guidance focuses on a narrative climate relevance check and requires first estimations of some relevant metrics such as value created (or assets saved). The guidance is subject to refinement and expansion based on testing and implementation feedback.

4.5.3 Scalability

Where a single instance of an innovation is considered for the unit impact, scalability refers to the total number of instances where the innovation could be implemented. Project scalability therefore indicates the total climate and economic impact that an innovation may potentially deliver and therefore the significance of the innovation.

Scalability should be clearly expressed as a factor that can be applied to the climate relevance to indicate the total potential climate impact. While total economic impact does not need to be expressed, the scalability factor provides a sense of economic scale. To provide a common baseline for all projects and to minimise the number of assumptions, scalability should only be identified in terms of the Addressable Market. The Addressable Market is a widely-used commercial concept to indicate the potential of an innovation and attempts to identify all prospective customers or users for a given product, service or idea.

At this stage, applications do not need to consider the reachable market, serviceable market or market-share.

For non-commercial outcomes the equivalent of addressable market should be used with clear justifications for the conditions and assumptions utilised. For example, if a city mobility innovation only becomes effective with certain transport topography, only those cities with that topography can be considered as the addressable market.

Scalability is highly dependent on the conditions and assumptions used, so these should be made very clear to the reader.

4.6 Demonstrator Plans

The proposal must present a clear, realistic plan to achieve the project outputs and outcomes; and especially those that contribute to Climate-KIC KPIs. Acknowledging the risks inherent in innovation and the emergent nature of the outcome, project management methods that accommodate iterative developments towards the eventual final outcome, are highly encouraged. The plan must demonstrate:

- Project Stages: The project should be structured in stages that should reflect significant milestones in the product/service development where decisions on the next steps would need to be taken. Each stage should be one year or less in length.

  A formal stage evaluation review with Climate-KIC should be planned at least once a year with agreed stage deliverables to be reviewed. In the iterative spirit, it is anticipated that at each stage, the deliverables for following stages may be modified in order to ensure that the overall outcome can be achieved.

- Project Work Areas: Experience has shown that successful projects address three important work areas throughout the life of a project. The proposal should clearly show how each of these work areas are embraced, progressed and integrated within the plan. The three work areas are:
  1. *Invention Work Area:* The heart of any project, this is where the innovation is created, developed and refined. It tends to be the predominant activity, whether technical or socio-technical innovation is undertaken. For technical innovations, there are many suitable development approaches such as Nasa's Technology Readiness Levels that provides a useful guide to project stages. Socio-technical innovation tends to be less linear and more emergent, but still follows similar progression. For example, stage 1, might include the development of an evidence-supported theory, stage 2 might pilot a policy scheme on a small scale and stage 3 might prepare for actual policy implementation.
  2. *Outcome Work Area:* This is where the business model of the outcome continues to be tested and refined as new evidence from the Demonstrator project comes to light. The project team will need entrepreneurial competencies to address this work area.

3. *Operations Work Area:* encompasses all of the operational activities that ensure the project can function effectively by ensuring the right funding, people, systems and processes are applied at the appropriate stages. Important aspects to consider are:
    - How the team/partner composition reflects the three work areas and how they will be managed to ensure delivery at each stage and especially the final outcomes.
    - The management capacities (time available) and competencies are likely to be a significant success factor.
    - How the project is building the necessary revenue, funding or investment to ensure successfully demonstrated innovation can transition to the ongoing business model.

- Project Risks: The plan should include milestones for the resolution / mitigation of the key risks associated with the outcome of the project. Many risks will be managed through the creation of hypotheses and these hypotheses should be identified and validated at the earliest opportunity.

5. Demonstrator Project Evaluation Criteria

The following eight criteria will be applied for evaluating all Demonstrator project proposals.

5.1 Climate Relevance

Climate relevance will be judged on the validity of the approach, the quality of the assumptions and therefore the confidence in the assessment for mitigation and/or adaptation potential.

5.2 Scalability potential

Project scalability will be judged on the potential achievable end-scale and the confidence in the conditions and assumptions made in determining that scale.

5.3 Innovation Potential

Innovation potential is the reason to believe the Demonstrator project is doing something new and different to unlock success - it considers the supply side of innovation. The proposal needs to convey what is new or more effective in the ideas, knowledge, technologies, processes, services or products. Please share any due diligence to confirm the proposed innovation opportunity has not already been tried or applied elsewhere, or if so, what is different that increases the chance of success.

Innovation potential will be judged on, how convincing is the case for the innovation to make a difference.

5.4 Clarity of Demonstrator Outputs

The outputs will be judged on their significance in demonstrating the innovation and how well they contribute to the intended outcome. Projects must identify how their outputs contribute towards achieving KPIs (that demonstrate the progress toward a market of the products/services under development). For more information, see section 6, “Climate-KIC KPIs”.

5.5 Robustness of the Business Model

The proposal will be assessed on the clarity and strength of the ongoing business model and any steps needed to reach the ongoing business model. Acknowledging that the value proposition and business model will be refined in the Demonstrator programme, Climate-KIC needs to be assured that up-front due diligence has been performed, justifiable assumptions and hypotheses made and that intended outcome is sufficiently viable to create an outcome focus within the Demonstrator project.

5.6 Quality of the Plan

The quality of the Project Plan will be judged on how clearly and comprehensively it addresses project stages, work areas and risks.

5.7 Strategic fit

Strategic fit refers to how closely the proposal aligns with the current Climate-KIC Theme strategies and priorities. Proposals will be judged on the clarity with which they align.

5.8 Value for money

Please consider how all the proposed activities can achieve a high quality outcome in an efficient manner. A clear rationale should be provided for any activities that, on face value, may appear superfluous to a reader. Value for money will be judged on a number of factors, including:

- How well the proposed activities are focused on an impactful project outcome.
- How appropriate the scale of the activities is with respect to the anticipated benefit/importance of the activities.
- How well the Partner mix is suited to the activities described.
- How much complementary activities are leveraged to kick-start the Demonstrator project.
- The amount of co-funding and capital attracted to the project and the further identified opportunities to attract co-funding throughout the project as part of the operations work area.
- The identified opportunities to attract end investment and drive a self-sustaining economic outcome.

6. Climate-KIC KPIs

Under the grant agreement with the European Institute of Innovation & Technology (EIT), Climate-KIC is responsible for ensuring projects are progressing and on track to create meaningful impact as described in section 4. As such, Climate-KIC is also requires to provide specified evidence of performance.

Key Performance Indicators (KPIs) are how Climate-KIC monitors and measures overall performance and progress of the innovation toward its market. They are also a crucial part of reporting on the Climate-KIC annual grant to EIT. KPIs complement the outputs of the project: they provide indications on how the project is progressing toward significant impacts from climate and economic perspectives.

It is important that KPIs are both correctly identified and accurately measured. Because of the diverse nature of Demonstrator projects, the expectation is not that each project contributes to all KPIs. However, each project must contribute to one or more KPIs and the proposal is expected to provide a target number for each KPI.

There are two sets of Climate-KIC KPIs:

i. EIT Core KPIs and
ii. Climate-KIC Specific KPIs

6.1 EIT core KPIs

EIT core KPIs are developed and defined by EIT and used to compare Climate-KIC against other KICs as part of the competitive funding process. Demonstrator projects are expected to contribute to the final total count against each EIT core KPI.

The table provides the list of EIT core KPIs that are most relevant to demonstrator projects (please refer to Annex III for more details).

Ref	EIT Core KPI	EIT Core KPI Definition
EIT03	Number of business ideas incubated	Number of formalized commitments established between the KIC and an entrepreneur
EIT04.01	Number of start-ups/spin- offs created	Number of Start-Ups that are direct output of a KIC Activity
EIT04.02	Number of start-ups/spin- offs created	Number of Spin-Offs that are direct output of a KIC Activity
EIT05.01	Knowledge Transfer/Adoption	Number of knowledge adoptions (by KIC partners) that are direct output of a KIC Activity
EIT05.02	Knowledge Transfer/Adoption	Number of knowledge transfers (from one KIC partner to another KIC partner or to third parties) that are direct output of a KIC Activity
EIT06	New or improved products/services/processes launched	Number of new or improved products/services/processes that are direct output of a KIC Activity

Because the EIT Core KPIs are assessed as part of a competitive funding process across KICs, there are strict criteria for the definition and proof of KPIs. Without proof, the KPI contribution will not be accepted by EIT, thereby reducing KIC funding.

6.2 Climate-KIC Specific KPIs

Climate-KIC has its own specific KPIs aligned to its objectives that are used to measure progress toward impact. These are also reported to EIT but do not require such detailed proof. The table below provides the list of the KPIs relevant to Demonstrator projects.

For climate mitigation and adaptation, these will be agreed and evaluated on a project by project basis, as outlined in section 5.1.

Ref	Climate-KIC specific KPI	Definition
C-KIC-01	Innovative ideas worked on in Climate-KIC	The number of business cases worked on within the full scope of Climate-KIC activities
C-KIC-02	Capital attracted	Capital attracted or leveraged by the Climate-KIC community to support the development of the innovation
C-KIC-03	Jobs created as a result of C-KIC activity	Number of new employees hired within the Climate-KIC community as a result of Climate-KIC activity
C-KIC-04	Policies /standards developed	Number of policies and standards co-developed by Climate-KIC activities and implemented
C-KIC-07	Change agents trained	Number of active change agents trained by the Climate-KIC community (i.e. students, pioneers, entrepreneurs)

6.3 Evidence of demonstrator outputs

As part of the management and monitoring processes, Climate-KIC requires projects to provide tangible proofs (deliverables) of project outputs. There is also a specific requirement to provide documentary evidence as part of yearly grant reporting cycle to EIT.

Therefore, each project must identify what proofs they will provide as evidence. These will be collected and retained by Climate-KIC as evidence of grant utilisation and some or all of these documentary proofs will be supplied to EIT.

Where there is no obvious tangible document, it may be created, for example (i) in case of a launch event, create a short event report with agenda, list of attendees and evaluation; (ii) in case of recruitment, you should provide a job description and copy of advert. Alternatively, a short explanation should be given outlining the reason why no tangible proof document can be supplied.

Annex I –Budget Definitions and Guidelines

Three terms are essential for the understandings of project funding rules are: i) Climate-KIC funding, ii) co-funding, iii) complementary funding:

i) **Climate KIC funding** – constitute the part of project costs that can be financed by Climate-KIC (EIT grant); Please note that audit reports from the KIC partners will be required for all KIC added value activities as soon as the total Climate-KIC funding to a partner is above a certain threshold [1]

ii) **Co-funding** – In-cash or in-kind financial contribution by KIC project partners (at least 50% of the Climate-KIC funding).

iii) **Complementary funding (KCA)** –additional activities of the KIC partners involved in the project, e.g. research, education etc. which provide the knowledge base and supporting competences and enable the Climate-KIC project in question. Complementary activities are not those activities that the Climate-KIC project at hand conducts to produce tangible innovation output but rather the knowledge base and supporting competences that the Climate-KIC project builds on. Exemplary sources of Complementary funding:

- EU (non-KIC) funding acquired by KIC Partners (as well as own co-funding to these)
- National/Regional funding acquired by KIC Partners
- Private (e.g. donations) acquired by KIC partners
- Other funding acquired by KIC Partners

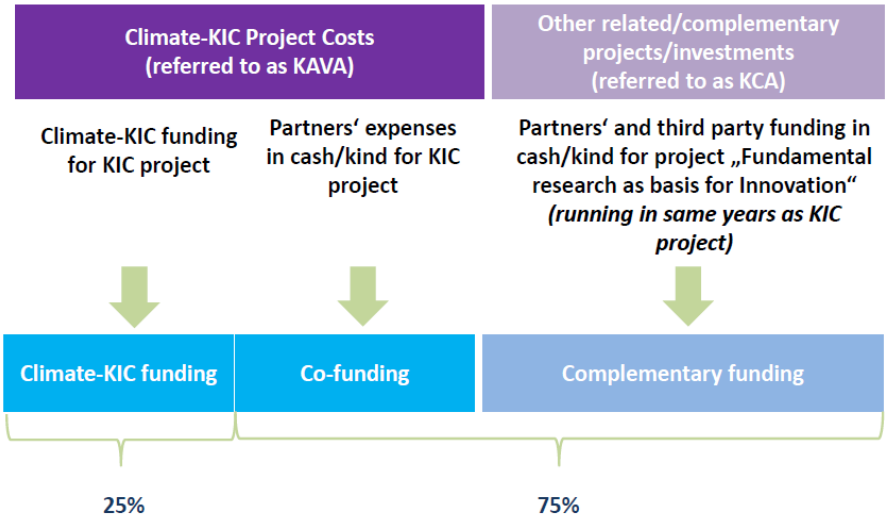
The above funding categories add up to the **25%-75% ratio** (see figure below) that applies to the Climate-KIC as a whole, but should also be strived for by projects. The 25% constitutes the actual activity cost (translated to a project: the cost required for the realization of the actual project work), the 75% constitutes other thematically related activities implemented by project partner institutions. The balance between the requested funding categories is checked by the EIT for a 4-year period for Climate-KIC as a whole.

Exceptions to the 25%-75% rule at the project level (see examples on the next page):

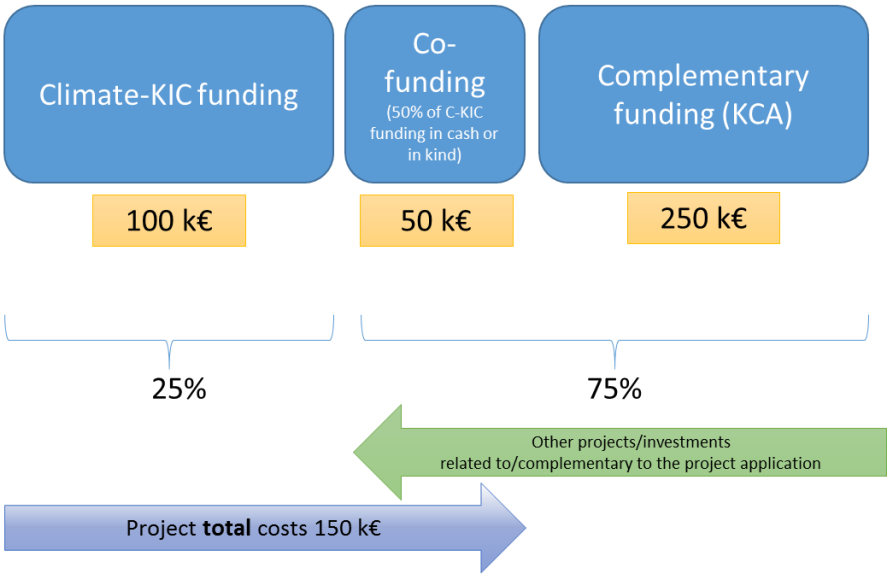
- While complementary activities should ideally be linked as closely as possible to specific projects, it might be possible to bring in pooled complementary funding on a partner level in order to complete the 75%

[1] A threshold of 325K was applied in 2015. Your local Innovation leads will know the latest value soon.

Project funding rules – an overview



Demonstrator example for a 150k project



Annex II - Explanation of costs categories

In order to comply with EIT Grant criteria, strict rules apply to the five cost categories. Brief explanations are provided below but more detail can be made available if required.

Personnel Costs:

Covers persons active on the task and their work on the activity must be able to be demonstrated. Timesheets should be kept for staff unless it can be proved that the person was hired exclusively for and has worked exclusively on project.

Please provide short descriptions of what persons working on project will be doing and where possible provide an estimate of FTE working on activity.

Other direct costs:

Other direct costs includes personnel related costs such as travel, subsistence, equipment, other goods, services and related costs, such as consumables, meeting costs.

They must be identifiable so an explanation should be included. For example, "Travel & subsistence and meeting costs including workshops related to implementation. Equipment and software development."

Subcontracting Costs

Includes contracts with suppliers and service providers. Please name these if known, and they must offer best value for money.

Subcontractors named should satisfy best value for money conditions in order to be eligible. They will need to be appointed in accordance with partners procurement policy, and if value of contract > €60,000 must obtain at least 3 quotes.

Please provide a brief summary of the activity subcontractors will carry out.

Financial support to third parties (also known as sub-granting)

Includes:

- Grants to start-ups
- Tuition fees, research or mobility allowances for students
- Travel costs for persons other than an employee
- Prizes

The maximum support to each third party is €60,000

The following must be provided:

- Criteria for giving financial support
- Criteria for calculating amount of financial support
- Persons or categories of person that may receive financial support
- Different types of activity that qualify for financial support, e.g. “Award to student to undertake research or internship away from home institution”
- Prizes: if prizes are to be given, they must be clearly identified, with the criteria and amount detailed

Indirect costs

Covers overhead costs associated with partner carrying out an activity.

Partners – 25% of Personnel and Other direct costs

Annex III – Key Performance Indicators (KPIs)

Ref.	EIT Core KPI	KPI description	Supporting documents
EIT04.01 (start-ups) **EIT04.02 (spin-offs)**	**Number of start-ups or spin-offs created**	*A new start-up/spin-off* can be acknowledged if: ▪ It results from a KIC activity; AND ▪ Has commercialised a product/service in the reporting year. ▪ Must be legally incorporated according to national law of a European Member State. ▪ Must have won its first customer(s) or demonstrate the existence of a potential first customer or investor (for example by a Letter of Intent). ▪ Must fulfil either one of the following conditions: it has been coached / incubated within Climate-KIC or it is a spin out arising as direct output of a KIC activity.	▪ An official document proving the registration at a competent local registry/Chamber of Commerce. ▪ A proof (e.g. Letter of Intent or an order form/invoice) demonstrating that this start-up has won its first customer, or the existence of a potential first customer, or other document demonstrating that the start-up has commenced commercial operations. ▪ The formalised agreement between Climate-KIC and the entrepreneur that creates the start-up/spin-off describing the KIC added value Activity provided by Climate-KIC.
EIT05.01	**Knowledge adoption**	Knowledge adoption takes place when outputs created within the activity - e.g. patent, trademark, know-how, copyright – are adopted by a Climate-KIC partner. In this case partners acknowledge use of the knowledge for their own purposes.	▪ Statement/declaration between the originating Partner (the KIC LE or a KIC partner) and the recipient or other document that defines the originator, recipient, the knowledge transferred, and the conditions of the transfer transaction. Written statement of the KIC LE (if it is the KIC LE who adopted the outputs) or KIC partner (if it is the KIC partner who adopted the outputs) that states how it has adopted the outputs created by the KIC activity(ies). ▪ The types of Knowledge transfer/adoption are: Patent, Trademark, Know how, Copyright. The types of contract can be: Licensing, Sales, Consultancy. ▪ Activities of the past years shall be referred to, if they have contributed to the measure.

EIT05.02	**Knowledge transfer agreement**	Knowledge transfer takes place if a Climate-KIC Partner sells created knowledge assets – e.g. patent, trademark, know-how/expertise, copyright - to a Climate-KIC Partner or licences them to a third party.	▪ Transfer agreement between the originating Climate-KIC Partner and the knowledge recipient or a third party to Climate-KIC. It is substantiated by a licensing agreement (patents, copyright) or service contract (know-how). ▪ The types of Knowledge transfer/adoption are: Patent, Trademark, Know how, Copyright. The types of contract can be: Licensing, Sales, Consultancy. ▪ Activities of the past years shall be referred to, if they have contributed to the measure.
EIT06	**New or Improved products/services/ processes launched into the market**	▪ Product/service created and commercialised in the course of a KIC activity; OR ▪ Product/service improved considerably and commercialised in the course of a new KIC activity, e.g. new project functionality added, improved material.	▪ Supporting doc. for a **new product/service** demonstrates first commercial transaction. ▪ Supporting doc. for an **improved product/service** demonstrates added-value to customer. In both cases originating party shall be Climate-KIC, a CKIC Partner, or a CKIC start-up (for this latter from its second year of operations).