

Climate-KIC

Template for submission of Demonstrator Proposals

Project Name:

Submitted by:

Date:

Version:

Table of Contents

[Demonstrator Project Essentials 3](#_Toc450128593)

[1 The Proposition 4](#_Toc450128594)

[2 Validated Business Model 5](#_Toc450128595)

[3 Project Ecosystem 6](#_Toc450128596)

[3.1 Partnership 6](#_Toc450128597)

[3.2 Profiles of Key Project Personnel 7](#_Toc450128598)

[3.3 Complementary Activities (KCAs) 7](#_Toc450128599)

[4 Work Structure, Plan, and KPIs 8](#_Toc450128600)

[4.1 Work Structure and Plan 8](#_Toc450128601)

[4.2 Climate-KIC Key Performance Indicators 9](#_Toc450128602)

[5 Budget 10](#_Toc450128603)

[5.1 Budget overview 10](#_Toc450128604)

[5.2 Additional sources of funding 12](#_Toc450128605)

[Annex 1 - Climate Relevance 13](#_Toc450128606)

[Annex II – Scalability 14](#_Toc450128607)

[Annex III – Levels of Confidentiality 15](#_Toc450128608)

[Annex IV – Partner Authorisation 16](#_Toc450128609)

|  |
| --- |
| * You must keep the main text to a maximum of 20 pages (not including annexes)
* Text in green italics is for guidance and should be removed when completing this template.
* It is strongly recommended that you read the Demonstrator Application Guidance Document before completing this template.
* All sections including annexes must be completed and missing sections will seriously impact the likely success of the proposal.
 |

**Demonstrator Project Essentials**

|  |  |
| --- | --- |
| Project Name  | Acronym – Full project name |
| Theme(s) |  |
| Expected project duration | dd/mm/yyyy - dd/mm/yyyy |
| Lead partner (institution) |  |
| Project lead (name, mail) |  |
| Total EIT request Euro (a) |  |
| Own Co-funding Euro (b) |  |
| Total KAVA Euro (a)+(b) |  |
| Complementary funding (KCAs) |  |
| Has this proposal (or a very similar one) been submitted in the past 2 years in response to a call for proposals under Climate-KIC Programmes? | Yes/No – If yes, please state the name and date the project was submitted. Please note a false completion of this field will lead to disqualification of the project proposal concerned |

**Project Teaser**[[1]](#footnote-2)

Please convey the essence of your project using a maximum short summary (max. 2,000 characters, with spaces) to clearly explain:

**The Innovation Opportunity:**

* The supply-side discoveries – what new or existing discoveries will form the basis of the Innovation Opportunity.
* The demand-side needs – what new, existing or latent needs will form the basis of the Innovation Opportunity.
* The targeted outcome of the project for when the Demonstrator Programme funding is finished.
* The potential climate impact that this might make.

**Why you believe it is important that Climate-KIC funds this Demonstrator Project.**

|  |  |
| --- | --- |
| **KIC Partners[[2]](#footnote-3)** | Role in project and competences |
| Partner A |  |
| Partner B |  |
| Partner C |  |
| Partner D |  |
| **Other involved actors** |  |
| Supporter 1 |  |
| Supporter 2 |  |

1. **The Proposition**

This section should provide a compelling narrative of the project objectives, their relevance to the Theme priorities and how they will be achieved.

This text is meant to give the space to freely explain the project and give the reader a holistic impression of what your project will achieve and how it works. Please refer to the Climate Relevance and Scalability of the project, but leave the detailed assumptions and workings in Annex I and Annex II.

For the avoidance of any doubt, Demonstrator applications will be assessed on the following criteria:

1. Climate relevance
2. Scalability
3. Innovation potential
4. Outputs
5. Business Model
6. Quality of the Plan
7. Strategic fit
8. Value for money

1. **Validated Business Model**

Please provide the proposed business model (whether for-profit or not-for-profit) for the innovation. Climate-KIC prefers to use the Business Model Canvas[[3]](#footnote-4) as a simple representation of the business model, but applicants may choose other business model representations that can convey:

* Intended customers
* Value propositions for those customers
* Ecosystem needed to deliver the innovation, including upstream partners and downstream channels (the value chain needed to deliver the innovation)
* Key assets and resources needed to deliver the innovation
* Revenue Model
* Cost Structure

Please provide a description of the validation activities performed and highlight any insights from the validation process.

1. **Project Ecosystem**

This section focuses on partners in the project and the complementary activities that the project builds on as input.

## Partnership

The partnership should be presented including a very concise description of partners’ capabilities, roles and responsibilities. Please refer to specific work packages and tasks where appropriate.

Proposals need to meet the eligibility criteria outlined in the Demonstrator Application Guidance Document. Project partners that are not currently KIC partners need to be clearly included in the section tables. If some of these partners wish to apply for Climate-KIC membership, please contact the relevant Geography Climate-KIC lead. If these partners are envisaged to be involved as subcontractors, it should be stated clearly.

### Project lead(s)

|  |  |  |
| --- | --- | --- |
| **Partner** (+ contact person & mail) | **Capabilities, role and responsibilities** | **WP involvement** |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |

### Involved KIC Partners that request Climate-KIC funding

|  |  |  |
| --- | --- | --- |
| **Partner** (+ contact **person** & mail) | **Capabilities, role and responsibilities** | **WP involvement** |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |

### Other involved institutions not receiving KIC funding

|  |  |  |
| --- | --- | --- |
| **Partner** (+ contact person & mail) | **Capabilities, role and responsibilities** | **WP involvement** |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |

## Profiles of Key Project Personnel

Innovation success is highly dependent on the key people involved in the project. Please present a concise (100-150 words) profile of the key individuals with an emphasis on those attributes, competencies and experience that are likely to contribute to success. Things to focus on include:

* Leadership in the area of the discovery(ies)
* Past success in innovation
* Entrepreneurial achievements and aspirations
* Understanding of the intended market(s).

## Complementary Activities (KCAs)

You should provide clear and concise explanations of the complementary activities (main building blocks of expertise/capabilities that the Climate-KIC project builds on to deliver its expected outputs).

|  |  |  |
| --- | --- | --- |
| **Partner** | **Activity Name** | **Activity Description** |
| KIC partner | Activity Name | Please explain what this activity is about and how it is used in the project |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |

1. **Work Structure, Plan, and KPIs**

It is very important to convey a clear and coherent approach to: how the work within the project will be structured; how progress will be made, including outputs and KPIs targeted throughout the project; how progress will be measured; and, how the project outcomes will be achieved. Please ensure that the project identifies contributions to the EIT and Climate-KIC KPIs, and that evidence requirements have been outlined. Please read the Demonstrator Guidance Document for more details.

## Work Structure and Plan

The project is to be structured in stages such that each stage is one year or less in length and that there is at least one stage review in every calendar year. Each stage should:

* Encompass no more than €500k of work.
* Reflect a significant milestone in the project.
* Ideally integrate as many of the activities and deliverables from the project work areas (see Demonstrator Application Guidance Document for more details).

The plan should identify the key work packages and stages for the budget breakdown table in section 5 below.

Please indicate any activities or work packages in the plan that are not to be funded by Climate-KIC.

**A project structure that does not reflect the default Climate-KIC work areas (Invention, Outcome, Operations), whether explicitly or implicitly, will seriously impact the likely success of the proposal.**

**b) Climate-KIC Key Performance Indicators**

From the project plan described in section 3.1 above, complete the following tables describing all the KPIs that the project is targeting to achieve. For the EIT KPIs, be sure that you are able to meet the proof criteria, before committing to the KPI as a target. See Demonstrator Guidance Document Section 6 and Annex 1 for further details.

**Project contribution to achieving EIT core and Climate-KIC Specific KPIs**

|  |  |  |  |
| --- | --- | --- | --- |
| **KPI Reference** | **KPI Description** | **Suggested Proof of KPI achievement** | **Stage expected to deliver** |
| Indicate the type of KPI eg. **EIT06** (”new or improved product/ service”) | Describe the KPI eg. A new service that optimises transport planning. | Give an indication of the type of proof that the project will look to provide. | Stage when the KPI will be delivered |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |

**Evidence of outputs**

Note, these are in addition to the KPIs referenced above. If the project is not creating additional outputs over and above the KPIs described above, then please state this is the case and provide a reason here.

|  |  |  |
| --- | --- | --- |
| **Type** | **Description** |  **Stage expected to deliver** |
| Eg. Feasibility study | The feasibility study examined the marketability of the proposed product |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |

1. **Budget**

## Budget overview

Please provide a short narrative of how you created your project budget. In particular the narrative should convey:

Any assumptions that you made.

Rationale for why some work packages may be particularly large or different.

Any significant risks associated with the budget estimations. In other words, budget areas/amounts that might be highly variable in reality.

### Project Stage and Work Package Distribution

The following table considers how the “Climate-KIC funded” project costs are distributed across the project stages and work packages and should therefore align with section 3, “Work Structure, Plan and Deliverables”. The costs will be reconciled against the work and deliverables in assessing the “value for money” of the project. Each key WP should have a cost associated with it for which the project is looking for Climate-KIC funding. Totals should be made for each of the key stages of the project, as well as the project total cost. Please amend or add Work Packages and Stage Totals as required.

|  |  |
| --- | --- |
| Stage/Work Package | Climate-KIC requested funding (k€) |
| WP1.1: Short Description | 0 |
| WP1.2: Short Description | 0 |
| WP1.3: Short Description | 0 |
| WP1.x: Short Description | 0 |
| **TOTAL:** Stage Name (eg. “Stage 1”) | 0 |
| WP2.1: Short Description | 0 |
| WP2.2: Short Description | 0 |
| WP2.3: Short Description | 0 |
| WP2.x: Short Description | 0 |
| **TOTAL:** Stage Name (eg. “Stage 2”) | 0 |
| WP3.1: Short Description | 0 |
| WP3.2: Short Description | 0 |
| WP3.3: Short Description | 0 |
| WP3.x: Short Description | 0 |
| **TOTAL:** Stage Name (eg. “Stage 3”) | 0 |
| **PROJECT TOTAL:** | 0 |

### Partner Distribution

The following table considers how the overall projects costs (including co-funding) are distributed across the project partners (add more rows if needed).

|  |  |  |  |
| --- | --- | --- | --- |
|   | Total project costs (k€) | Climate-KIC requested (k€) | Eligible co-funding (k€) |
| Partner #1 | 0 | 0 | 0 |
| Partner #2 | 0 | 0 | 0 |
| Partner #3 | 0 | 0 | 0 |
| Partner #4 | 0 | 0 | 0 |
| Partner #5 | 0 | 0 | 0 |
| Partner #6 | 0 | 0 | 0 |
| Partner #7 | 0 | 0 | 0 |
| Partner #8 | 0 | 0 | 0 |
| **Project Total** | 0 | 0 | 0 |

**Important Note**: To be eligible for the Demonstrator Programme, the total co-funding must be greater than 50% of the total Climate-KIC requested funding.

If there are any contributions from KIC supporters, please list them separately.

### Project Cost Category Distribution

Please complete the table below, stating the total amount of Climate-KIC requested funding by category (see Demonstrator Application Guidelines document). Include a brief description of what those costs will cover, and in particular any important assumptions made. It is acknowledged that at this stage, it might not be possible to provide a detailed breakdown and description. If this is the case, please use the description box to explain this. If the project application is accepted, it will be necessary to enhance the level of detail.

The following table considers the proposed funding period across the years of implementation. Please include additional columns for years if necessary.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Funding Category | Project total cost (= a+b)  | a) EIT request  | b) Partner co-funding | Description |
|   |   | 2016 | 2017 | 2018 | 2019 | 2016 | 2017 | 2018 | 2019 |   |
| Direct Personnel |   |   |   |   |   |   |   |   |   |   |
| Other direct costs (includes equipment, infrastructure, travel and subsistence) |   |   |   |   |   |   |   |   |   |   |
| Subcontracting |   |   |   |   |   |   |   |   |   |   |
| Financial Support to 3rd parties |   |   |   |   |   |   |   |   |   |   |
| Indirect costs\* |   |   |   |   |   |   |   |   |   |   |
| **Total** |   |   |   |   |   |   |   |   |   |   |
| ***\*Important Note:*** Indirect costs will be deemed eligible only if they are reported at a flat rate of **25%** of the total eligible direct costs (excluding costs for subcontracting). |

## Additional sources of funding

This section should explain your use of additional funds or your strategy to acquire such funds during the project’s duration.

|  |  |
| --- | --- |
| Source | Description |
|  |  |
|  |  |

**Annex 1 - Climate Relevance**

Please provide full details, including workings, of the climate mitigation and/or adaptation assessment of the proposal. Please refer to the Demonstrator Application Guidance for more information.

**Annex II – Scalability**

Please provide full details of how you arrived at the scalability factor for the proposed innovation. Please refer to the Demonstrator Application Guidance for more information.

**Annex III – Levels of Confidentiality**

By submitting your full proposal to Climate-KIC you agree to a number of principles regarding the access to your project documents both at the review and the implementation stage. In general, we would be happy if you agreed to share your project materials as widely as possible within the community, in order to facilitate match-making.

However, you may choose to restrict access to the full proposal during implementation, so please amend the option provided in table 2.

For clarification: all Climate-KIC staff members and reviewers have signed a Non-Disclosure Agreement.

If you have any question, concerns or suggestions you are welcome to indicate these to your respective Climate-KIC Lead.

1. **Access levels during the review process**

|  |  |  |
| --- | --- | --- |
|  | Teaser | Full proposal |
| Relevant Climate-KIC Management staff(mainly Geographic, Thematic and Central management staff) | yes | yes |
| Reviewers | yes | yes |

1. **Access levels during implementation (once full proposal is accepted)**

|  |  |  |  |
| --- | --- | --- | --- |
|  | Teaser  | Full proposal | Flyer[[4]](#footnote-5) |
| Relevant Climate-KIC staff(mainly Geographic, Thematic and Central management staff) | yes | yes | yes |
| Climate-KIC partners (on request) | yes | Please indicate if yes/no:  | yes |
| Wider public | yes | No | yes |

**Annex IV – Partner Authorisation**

Please provide evidence that all partners have authorised both their participation in this project and any commitments detailed in this proposal e.g. co-funding.

1. Information included in the Project Teaser will be used as the short description of the proposal in the evaluation process and in communications within Climate-KIC programme management. [↑](#footnote-ref-2)
2. All institutions listed in the Partner section must be either KIC Partners or in the process of becoming KIC partners. Evidence of their willingness to participate must be provided in Annex V. [↑](#footnote-ref-3)
3. http://www.businessmodelgeneration.com/canvas/bmc [↑](#footnote-ref-4)
4. Once produced with your agreement and support [↑](#footnote-ref-5)