

# Climate-KIC KPIs

DEFINITIONS AND INSTRUCTIONS FOR EIT CORE KPIS AND CLIMATE-KIC SPECIFIC KPIS

Valid from January 2017 onwards

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VERSION 1.1



## Background

A KPI, or Key Performance Indicator, is a measurable value that demonstrates how effectively an organisation is meeting its objectives. Our primary funder, the European Institute of Innovation and Technology, (EIT) uses KPIs to assess our performance. All KICs must use a series of KPIs called EIT Core KPIs. The level of overall Climate-KIC funding in any given year depends in part on how the organisation performs against these KPIs.

In addition, EIT expects each KIC to define a further set of KPIs to better encapsulate their societal challenge. The further set of KPIs are known as the Climate-KIC KPIs, or in shorthand, KIC KPIs.

EIT changed its KPIs for 2017. As a result, we have updated the KIC KPIs so that they are complementary to those from EIT. Both sets are included below. If you have questions about these, please contact your local Climate-KIC office.

These KPIs are relevant from January 2017 onwards.



## 2017 EIT Core KPIs

2017 EIT Core KPI	Code	Category Indicator	Definition/Formula	Supporting Evidence requirements
# Graduates from EIT labelled MSc and PhD programmes	EITN01	Output	Sum of graduates from EIT labelled Masters and EIT labelled PhD programmes in year N.	List of the graduates including names, contact details (e-mail address), gender, country of origin and residence, indication of the educational programme; the list to be provided by KIC Education Directors
# Start-ups created by students enrolled and graduates from EIT labelled MSc and PhD programmes	EITN02	Result /Impact	Sum of start-ups created by students enrolled and graduates from EIT labelled MSc and PhD programmes in year N.  To be eligible, a start-up should be created during EIT labelled programme (by students) or within five years from the graduation (by graduates).	<ol style="list-style-type: none"> <li>1. Registration certificate, company's profile, contact details and gender of the CEO/owner;</li> <li>2. Document such as an invoice or an online sales record certifying the first financial transaction for a service/product sold to a customer, or a declaration of honour from a former student certifying the first commercial transaction with a reference to the customer.</li> </ol>
# Products (goods or services) or processes launched on the market	EITN03	Output	Number of innovations introduced to the market during the KAVA duration or within three years after completion thereof. By innovations we mean new or significantly improved products (goods or services) and processes sold. Innovations should be reported in the year when they were introduced on the market (but not later than three years after completion of the KAVA).	<ol style="list-style-type: none"> <li>1. Description of product or process with specified performance characteristics/ physical parameters/ functionalities demonstrating novelty (new or significant improvement) of the product/ process;</li> <li>2. Declaration demonstrating link with the specific KIC KAVA (indication of the specific output of KIC KAVA(s));</li> <li>3. Documented proof such as an invoice demonstrating that the purchase has been made by a customer.</li> </ol>
# Start-ups created as a result of innovation projects	EITN04	Result /Impact	Sum of start-ups established in year N as a result/ based on the output(s) of Innovation/ Research related 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 three years after completion of the KAVA).	<ol style="list-style-type: none"> <li>1. Registration certificate, company's profile and contact details and gender of the owner/CEO;</li> <li>2. Declaration demonstrating link with the specific KIC KAVA (indication of the specific output of KIC KAVA(s));</li> <li>3. Document such as an invoice or an online sales record certifying a first financial transaction for a service/product (result of the KIC KAVA) sold to a customer.</li> </ol>
# Start-ups supported by KICs	EITN05	Output	Number of start-ups that that have started receiving KIC's business creation (BC) services through KIC KAVA activities within year N. KIC should justify that the provided services contribute to the company's growth (including potential growth). Examples of such services are mentoring, consultancy on e.g. access to finance and markets, product/service marketing, legal advice, internationalisation, match-making, etc. The services should be provided for a total period of at least two months.	<ol style="list-style-type: none"> <li>1. List of supported start-ups including information on company's name and profile, contact data, name and gender of CEO/owner and reference to a specific KIC KAVA;</li> <li>2. Formal signed agreement between KIC and the start-up clearly stating what is being provided, when and with which milestones / deliverables for the start-up to go onto the next stage of BC services and, if applicable, what is KIC receiving in exchange;</li> <li>3. Registration certificate of the start-up receiving BC services.</li> </ol>

2017 EIT Core KPI	Code	Category Indicator	Definition/Formula	Supporting Evidence requirements
Investment attracted by start-ups supported/have been supported by KICs	EITN06	Result /Impact	Total EUR amount of private and public capital attracted within year N by ventures that have received KIC business creation services support of total duration of at least two months (as described in the output indicator above), within a maximum of three years following the last received KIC KAVA support activity.  Impact Fund investments into KIC supported start-ups should be measured separately.	<ol style="list-style-type: none"> <li>List of the start-ups which attracted the capital including: company name and profile, contact data, amount of investments attracted, information on the investors (optionally) and reference to a specific KIC KAVA;</li> <li>Press releases, or official announcements, or other official documents (e.g. signed declaration of honour by the Entrepreneurship Director confirming the accuracy of the provided information).</li> </ol>
# Success stories submitted to and accepted by EIT	EITN07	Output	Good practises or success stories presented by KICs to the EIT according to a specific format and accepted by the EIT including eligible nominees for the EIT awards.	Template available. Climate-KIC staff can locate it on our SharePoint site from the EIT homepage site.
# External participants in EIT RIS (Regional Innovation Scheme) programmes	EITN08	Result /Impact	Number of organisations from the EIT RIS defined regions selected via open calls that are collaborating with KIC and linked with a specific KAVA (including but are not limited to providing business creation services to start-ups, joint collaborations on developing joint solutions, participation in education activities).	<ol style="list-style-type: none"> <li>List of organizations provided by the KIC including name, address, description of activity, EIT budget (if relevant), reference to KAVA;</li> <li>Respective collaboration agreement or equivalent describing the subject and nature of the collaboration/ RIS activity</li> </ol>
Budget consumption of KICs	EITN09	Output	EIT grant approved / EIT grant committed Calculated by EIT.	<b>Info only:</b> Partners should be aware that Climate-KIC is assessed by EIT for budget consumption. Accurate financial forecasting by projects allows us to manage our overall budget consumption. Inaccurate forecasting means we cannot effectively manage our budget, which results in budget consumption issues.
Error rate of KICs	EITN10	Output	Ineligible KAVA costs established by EIT based on ex-ante checks / total KAVA cost declared by KIC. Calculated by EIT.	<b>Info only:</b> Partners need to be aware that Climate-KIC is assessed by EIT and it is now a formal KPI. Performance of projects, quality of the deliverable proofs, and the compliance with cost requirements all count towards this KPI.
Financial Sustainability (FS): revenue of KIC legal entity (LE) and FS coefficient	EITN11	Result /Impact	The total revenues generated by the KIC LE in year N (absolute value in EUR) and FS coefficient (%) is the total revenues generated by the KIC LE divided by the total EIT KAVA in year N	<b>Info only:</b> Partners need to be aware that Climate-KIC is being assessed by EIT for progress against financial sustainability.

## 2017 Climate-KIC KPIs

2017 KIC KPI	Code	Category Indicator	Shared with EIT (Yes/No)	Definition/Formula	Supporting Evidence requirements
Investment attracted by innovation activities supported by KIC	CKIC01	Outcome	Yes	<p>Total EUR amount of private and public capital attracted within year N by Partners or start-ups<sup>1</sup> who have received KIC services (e.g. Ideator, Accelerator, Demonstrator, Scaler), that have received KIC support of total duration of at least one month, within a maximum of three years following the last received KIC service.</p> <p>Note: This definition is inclusive of co-funding or potential co-funding that is not claimed as co-funding. This ensures that this KIC-KPI is independent of any definition or application of EIT Co-funding.</p>	<ol style="list-style-type: none"> <li>1. Details of the entity, which attracted the capital including: organisation name and profile, contact data, amount of investments attracted, information on the investors (optionally) and reference to a specific KIC KAVA that provided the KIC service.</li> <li>2. Press releases, or official announcements, or other official documents (e.g. signed declaration of honour by the Theme Director confirming the accuracy of the provided information).</li> </ol>
# Innovation Opportunities identified	CKIC02	Progress	Yes	<p>The number of Innovation Opportunities identified within year N of the KIC KAVA activity.</p> <p>An Innovation Opportunity exists when:</p> <ul style="list-style-type: none"> <li>- the unique discovery or idea has been identified and clearly stated</li> <li>- the corresponding customer proposition has been identified and clearly stated.</li> </ul>	<ol style="list-style-type: none"> <li>1. Signed declaration of honour by the Theme Director confirming that due diligence has been undertaken to establish the uniqueness of the discovery or idea.</li> <li>2. Signed statement or equivalent from a potential customer expressing support for the innovation as addressing a need.</li> </ol>
# Business models validated	CKIC03	Progress	Yes	<p>The number of business models created and tested in year N with market stakeholders to confirm validity of the business model.</p>	<ol style="list-style-type: none"> <li>1. Business model pre-validation and business model post-validation.</li> <li>2. List of market stakeholders interviewed.</li> <li>3. Minutes of Climate-KIC validation meeting confirming validation, signed by a Climate-KIC Director.</li> </ol>

<sup>1</sup> Start-ups include micro-enterprises that have participated in Climate-KIC programmes, but are not Partners



2017 KIC KPI	Code	Category Indicator	Shared with EIT (Yes/No)	Definition/Formula	Supporting Evidence requirements
# Innovations demonstrated	CKIC04	Progress	Yes	The number of demonstrations in year N of an innovation prototype that supports a validated business model - the prototype must meet the requirements of the business model.	<ol style="list-style-type: none"> <li>Product/service requirements of the validated business model or modified business model.</li> <li>Results of the demonstration confirming that the requirements have been met;</li> </ol> <p>or,</p> <p>results of the demonstration and evidence identifying how the business model requirements will be met in ongoing deployment, e.g. production engineering assessment.</p>
# Education Support Participants	CKIC05	Progress	Yes	The number of Climate-KIC community individuals (whether from Partners, start-ups or as individuals) engaged in Climate-KIC innovation activities or Climate-KIC education activities in year N that receive an Education service in year N.	Education service attendance sheet, indicating attendee innovation activity (e.g. Innovation Framework programme) and signed by attendees.
# Climate Impact assessments completed	CKIC06	Progress	Yes	The number of climate impact assessments completed in year N.	Climate impact assessment completed in accordance with Climate-KIC standards.
# Individuals paid training	CKIC07	Result	Yes	The number of professionals that have paid for Climate-KIC Education services lasting 1 day or more in year N.	Documentary evidence of course cost and attendance e.g. course education service attendance sheet, invoice and remittance.
Value of funding proposals formally submitted	CKIC08	Progress	No	The total value to Climate-KIC of proposals formally submitted in response to a non-EIT funder request.	Copy of submitted proposals with Climate-KIC signatures. If signatures are not included in proposal, a copy of the signed covering letter.
Funding proposal win value	CKIC09	Result	No	The total Climate-KIC value of non-EIT funding proposals won.	Confirmation of proposal acceptances from funders e.g. confirmation email or signed award letter

2017 KIC KPI	Code	Category Indicator	Shared with EIT (Yes/No)	Definition/Formula	Supporting Evidence requirements
Revenue Scaling	CKIC10	Outcome	No	<p>The total EUR revenue scaling in year N of entities who have received Climate-KIC scaling services within a maximum of three years following the last received Climate-KIC scaling service.</p> <p>Revenue Scaling = Revenue in year N – Revenue in year of first received Climate-KIC service.</p> <p>Note: We are not trying to attribute revenue scaling to Climate-KIC services, but simply to indicate what scaling Climate-KIC services have supported.</p>	<p>Signed declaration of honour from scaling services beneficiary entity of revenue scaling supported.</p> <p>Note: If a beneficiary is unwilling to sign a declaration of honour then it is presumed that Climate-KIC services have not contributed to revenue scaling.</p>
Start-up Ideator Successes	CKIC11	Output	No	<p>The number of start-ups supported by start-up Ideator activities (e.g. Climate Launchpad) that are accepted into an Accelerator Programme, such as the Climate-KIC start-up Accelerator.</p>	<ol style="list-style-type: none"> <li>1. Start-up Ideator activity participant List, signed by Ideator activity manager</li> <li>2. Start-up Accelerator Award letter signed by a Climate-KIC Director, or, for an equivalent 3<sup>rd</sup> party Accelerator programme, the signed award letter or equivalent.</li> </ol>

2017 KIC KPI	Code	Category Indicator	Shared with EIT (Yes/No)	Definition/Formula	Supporting Evidence requirements
Graduate Climate Careers	CKIC12	Not determined	No	<p>The ratio of the number of graduates in year N that are in climate-relevant careers, within 3 years of the Climate-KIC education service, to the number of graduates that were educate.</p> <p>Climate-relevant career is defined as:</p> <ul style="list-style-type: none"> <li>• A role that is specifically tasked with climate mitigation or climate adaptation objective, e.g. sustainability officer, energy efficiency officer.</li> <li>• A role in a company or company unit that offers climate mitigation or adaptation propositions, e.g. an engineer in a flood engineering unit of an engineering consultancy or a business developer in a renewable energy company.</li> </ul> <p>Note: This measures both our ability to select the right graduates to educate and how well we have equipped them to enter a climate-relevant career. It would include those graduates that go onto create Climate-KIC supported startups through the Greenhouse and eventually, the startup Accelerator.</p>	Graduate declaration of honour detailing their role and company or company unit that meets the criteria.