

# Call to Action: EIT RIS Matchmaking Innovation Market, 2021

This document covers applications for funding under 2021 / EIT GA2021.

**Call Opens:** Wednesday 2<sup>nd</sup> June 2021

**Deadline:**

- Stage 1: 29th of June 2021
- Stage 2: 27th of July 2021

**Publication Date:** 2 June 2021



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## Version Notes

Version	Changes	Date published
1.0	First Published version	2 <sup>nd</sup> June 2021
1.1	Second Published version	3 <sup>rd</sup> June 2021
1.2	Minor changes to RIS eligible countries	4 <sup>th</sup> June 2021
1.3	Extended deadline from 22 June to 29 June (1800 CEST)	22 <sup>nd</sup> June 2021
1.4.	Matchmaker session Zoom link updated	28 <sup>th</sup> June 2021

## CALL TO ACTION: EIT RIS Matchmaking Innovation Market, 2021

### Call Summary

This Call is aimed at overcoming one of the main problems in advancing innovation in areas of human activity that have a critical impact on greenhouse gas emissions – cities, land use, materials and finance – and to create climate-resilient communities: replicating effort instead of strengthening what is already on the market. The goal of the Call is to enhance knowledge transfer among partners in the EIT Climate-KIC community and support the systemic challenge-led collaboration and the development of local and impactful climate action in RIS eligible countries<sup>1</sup>.

This Call is open to all EU-based organisations (including Third Countries that associate with the Horizon Europe programme<sup>2</sup>) interested in bringing forward in RIS countries their innovative products/services in relation to EIT Climate-KICs "[Transformation in Time](#)" strategy. By 'bringing forward' we mean that they are interested in knowledge transfer, scaling up, contributing to further developing a service/product, finding collaborators to build a new customer base, etc.

The Call is formed of two Stages. The first stage ("Stage 1") invites proponents to submit either: products/services for local actions in RIS eligible countries as described above ("Supply"), or to submit a challenge/problem for co-creating solutions to ("Demand") – culminating in the Matchmaking Innovation Market Event ("Event") in July 2021. The second stage ("Stage 2") then invites proposals developed in/as an outcome of the Event to bid for EIT grant support to develop initiatives and/or pilot actions in RIS eligible countries in 2021.

All projects in Stage 2 are required to be led by a RIS eligible EIT Climate-KIC Partner/organisation, though any community Partner/organisations may form part of any consortia. For further information on eligibility for Stage 2 and accessing EIT grant, please read through the **Proposal Guidelines** section of this document.

### Background

In EIT Climate-KIC we identify and support innovation that helps society mitigate and adapt to climate change. EIT Climate-KIC works on transformative, systemic innovation that involves many connected innovations developing in parallel to trigger a shift in the system.

The EIT Regional Innovation Scheme (EIT RIS) is designed as a **long-term initiative to strengthen the national and regional innovation ecosystems of countries that are moderate and modest innovators according to the European Commission regional innovation scorecard**. The overarching objective of the EIT RIS is to **contribute to the advancement of the innovation performance of these countries and regions by strengthening the capacity of their innovation enablers and actors and linkages among them** (such as business accelerators, incubators, start-ups, scale-ups, businesses including SMEs, agencies, educational

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<sup>1</sup>RIS eligible countries: Bulgaria, Croatia, Cyprus, Czech Republic, Estonia, Greece, Hungary, Italy, Malta, Latvia, Lithuania, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Montenegro\*, North Macedonia\*, Serbia\*, Turkey\*, Ukraine\*

\*These countries will be eligible for the EIT RIS, as long as they conclude their Horizon Europe Association Agreements.

<sup>2</sup> Organisations located in Third Countries will only be eligible to receive EIT contributions if the country that they are located in associates. Please review any restrictions and conditions that may pertain to the relevant countries, along with the current status of the Association Agreement negotiations. EIT Climate-KIC especially welcomes and encourages applications coming from those geographical areas where ecosystem development activities remain limited.



and research institutions and their infrastructures, etc.) through the dissemination of the Knowledge Triangle Innovation (KTI)<sup>3</sup> approach, the cornerstone of the EIT intervention logic.

In fact, Europe is characterised by **considerable disparities in research and innovation performance** (e.g. EU15-EU13, Northern-Southern countries). One reason for lower innovation performance is missing or weak interaction linkages among the key players—businesses and research institutions and academia, as well as between private and public sectors, including a lack of know-how of innovation schemes and a structured, systemic approach towards innovation.

As a response to this challenge, the EIT RIS was introduced by the European Parliament and the Council as part of the EIT's Strategic Innovation Agenda (SIA) 2014-2020. It is designed to share good practices and experience emerging from the EIT Community's activities, building capacities and untapping hidden talents from Southern and Central Eastern Europe, while widening participation in KIC activities. Therefore, the aim of the EIT RIS is to help **integrate and cross-fertilise the knowledge and know-how** of the KIC Communities and widen participation in the KICs across Europe.

In 2021, Members of the European Parliament approved a sharpened focus on regional innovation, pushing more EIT activity to less innovative EU countries. The EIT RIS, providing extra funding for member states with fewer members involved in EIT Knowledge and Innovation Communities (KICs), will now have a set budget, spending 10 to 15% of EIT funding on widening geographical participation and fostering innovation hubs.

Therefore, we welcome impactful ideas that can partner up with EIT Climate-KIC to lead the transformative change and speed up innovation acceleration in RIS countries.

#### **Eligible countries**

For the period 2021-2024, countries eligible for EIT RIS activities are those identified as either "**moderate**" or "**modest**" innovator in at least one of the three European Innovation Scoreboard (EIS) **annual reports issued in 2018, 2019 and 2020.**<sup>4</sup>

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<sup>3</sup> The KTI is the Knowledge Triangle Integration – the integration and interaction of the three areas of Business, Research/Innovation and Education.

<sup>4</sup> Namely those are RIS eligible countries: Bulgaria, Croatia, Cyprus, Czech Republic, Estonia, Greece, Hungary, Italy, Malta, Latvia, Lithuania, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Montenegro\*, North Macedonia\*, Serbia\*, Turkey\*, Ukraine\*

\*These countries will be eligible for the EIT RIS, as long as they conclude their Horizon Europe Association Agreements.

## Call to Action briefing

The Call aims to facilitate an innovation matchmaking market, where members of the community can establish direct relationships between the offers of innovative products/services (Supply), and requests for solutions to challenges and problems (Demand) presented via the Expression of Interest (EOI) stage, in order to identify initiatives and pilots/projects. In this way, developing new project ideas will open new opportunities for future collaboration, helping to generate new business possibilities.

### Stage 1: Expression of Interest (EOI)

In the first Stage of this Call, proponents submit EOIs as either a *Demand* or *Supply* actor to EIT Climate-KIC's *Exaptive* [platform](#) (see guidance below in Annex 1). The EOI form in Exaptive will collect necessary information about each EOI to then visualise eligible submissions in the platform and, importantly, the possible relationships between them. This platform will be accessible to all proponents before and during the Event.

EOIs that are submitted will then be invited to attend the Matchmaking Innovation Market Event, which will be held to interact with proponents and community members to learn more about the innovation offers and requests, the opportunities arising, and to begin shaping possible innovation initiatives and/or pilot projects.

#### Supply

The EOI for the supply of products/services can be from **either** non- or current-EIT Climate-KIC Community members (i.e Partners and non-Partners). The EOI form in Exaptive will ask various questions to facilitate the process for matchmaking.

#### Demand

The EOI for problems / challenges to be tackled through this Call must be submitted by organisations based in RIS eligible countries for/with whom any resulting project would be implemented. As with Supply, the form in Exaptive will collect pertinent information about the Demand that can be used to start the matchmaking with possible services, products, processes, or indeed other Demand requests that present opportunities for collaboration, innovation and scaling.

### Stage 2: Initiatives and/or Pilot Project Proposals, EIT Grant Support

All ideas should address the assessment criteria set out in the section "Eligibility and Assessment Criteria" taking into account their contribution to the acceleration of innovation towards RIS countries, the impact of the proposed initiative/pilot project idea, the inclusion of demand owner(s), the communication to and engagement with citizens, and a plan for the financial sustainability of the initiative/pilot project.

At the conclusion of the Event, attendees and burgeoning project consortia will be invited to submit initiative and/or pilot proposals for EIT grant support. These proposals must be able to demonstrate:

- a clear link between the submitted idea and the Matchmaking Innovation Market event;
- must be led by a EIT Climate-KIC **partner from any RIS eligible organisation** ;
- must include at least one organisation that attended the Event, and;
- must be completed by the end of 2021.

In order to be eligible for EIT grant support, initiatives must meet specific EIT Innovation requirements.

The innovation initiative/pilot should:

- result in a product/service launch in the specified RIS country, either in 2021 or a future identified year;
- demonstrate the Knowledge Triangle Integration, i.e. bring together business, research and innovation, and education actors – whether as part of the consortium or wider stakeholder engagement;
- contain plans for developing a commercialisation (financial sustainability) strategy, and be open to concluding a revenue participation agreement with EIT Climate-KIC in the event revenues would be generated on the back of the product/service (see *Special Notices and Requirements* for further details);
- contain an element related to the dissemination and exploitation of the results of the innovation, and specifically engagement with citizens.

For full information of the eligibility and assessment criteria, please see ***Special Notices and Requirements (immediately below)*** and the relevant Proposal Guidelines sections of this document.

#### **Timeline Overview**

- The Call (Stage 1) will be open from 2nd of June until the 29th of June, when the reception of the EOI will be closed.
- On the 2nd of July, the **Matchmaking Innovation Market event** will take place.
- Stage 2 of the process will open immediately following the event and close on 27th of July, after which there will be an assessment and selection process.
- Successful initiatives (supported by EIT grant)<sup>5</sup> are expected to start on 10th August and complete 31 December 2021.

#### **List of important information:**

- Stage 2 proposal should be led by a RIS eligible Partner/organization of EIT Climate-KIC.
- Other consortium Partners/organisations may be KIC Partners or third-party organisations.
- Initiative proposal submissions: only projects/consortia arising from the Matchmaking Innovation Market event may participate in Stage 2 submission – at least one of the consortium members must have attended the Event otherwise the proposal will not be eligible
- Final initiative/pilot project outputs: will evidence that the grant has been used to scale a product/service and/or boost the cooperation among RIS and non RIS partners.

EIT supported innovation projects are expected to have a strong commercialisation and scaling strategy from the outset. The intention is to ensure that EU grant funding supports innovation that is financially sustainable in the long-term and for highly successful innovations to contribute back to the Innovation Community to support the next wave of innovation.

#### **Financial participation mechanism**

EIT Climate-KIC expect that all EOIs and Proposals will clearly address this commercialisation requirement. A financial participation mechanism is also required whereby highly successful commercial outcomes would

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<sup>5</sup> There is no foreseen pre-financing for the accepted proposals of this call. Funding will be allocated via an EIT grant. Eligible costs will be reimbursed, according to EIT funding requirements.

trigger a success fee payment back to EIT Climate-KIC to re-invest in innovation. The financial participation mechanism can be EIT Climate-KIC's standard Revenue Participation Agreement (RPA) model or can be an alternative custom model proposed by the project consortium. If an RPA has already previously been signed with EIT Climate-KIC, this can be carried forward and updated to reflect this additional project. A signed financial participation agreement should be included as a project deliverable in case of a grant to an existing EIT Climate-KIC Partner, and as an award condition in the case of a Grant Award to non-EIT Climate-KIC Partners. Proposals should also address the possible Intellectual Property (IP) questions that may arise during the project and seek to resolve this as part of project implementation.

### **Key Performance Indicators (KPIs)**

We encourage proposals delivering on one or more of the following KPIs:

- EITHE02.1 # Marketed Innovations.
- EITHE02.2-EITRIS, # EIT RIS Marketed Innovations.
- EITHE01.3-EITRIS, # EIT RIS designed/tested innovations.
- EITHE01.6 # Participants involved in designing/testing of innovative products/services per KTI area and country.
- CKIC09 # Knowledge transfer/knowledge adoptions.
- CKIC02 # Innovation Opportunities identified.

**Please remember to check carefully [KPI evidence requirements](#) before adding a KPI to your proposal.**

## PROPOSAL GUIDELINES

### Key Dates

**This Call for proposals covers funding applications for 2021 start dates only.**

Date / Time (CET)	Item	Link (if applicable)
2 June 2021	Call documentation released	EIT <a href="https://climate-kic.org">Climate-KIC.org</a>
2 June 2021	Stage 1: Expression of Interest (EOI) Open	<a href="#">Exaptive</a> Form (see instructions below)
10 June 2021	Information session(s)	Zoom (Link <a href="#">here</a> ) Code: Climate123
<b>29 June 2021, 18.00 CESST</b>	Stage 1: EOI Deadline	<a href="#">Exaptive</a> Form
2 July 2021	Matchmaking Innovation Market Event	Join Zoom Meeting <a href="https://zoom.us/j/95562199133?pwd=L25iUEFIUG9uR1VtQ2dnZUxxZlM1UT09">https://zoom.us/j/95562199133?pwd=L25iUEFIUG9uR1VtQ2dnZUxxZlM1UT09</a> Meeting ID: 955 6219 9133 Passcode: Climate123
5 July 2021	Stage 2: Pilot Project submission open	
<b>27 July 2021, 18.00 CEST</b>	Stage 2: Pilot Project Deadline	<i>(Submission process/platform to be shared upon the closing of Stage 1)</i>
6 August 2021	Decision Communication	<b>Proponents contacted directly; outcomes will be published later at EIT Climate-KIC.org (Outcomes page)</b>

### Proposal Submission (Platforms)

For Stage 1, proposals can be submitted using [Exaptive](#) at any time from the launch of the Expression of Interest Call Stage until the date and time of closing as indicated in the timeline section of this document.

**All applications must be submitted via the relevant process / platform as indicated above.**

Stage 2 of the process is contingent on participation in Stage 1. During stage 2 some proposal basic information will be submitted via [PLAZA](#) including the following information: partners, project specification, risk management, project specifics, outputs & deliverables, KPIs and budgets.

**Please note:** No extensions will be granted. Any changes to the proposal after the closing of stage two requested by the applicant after submission will not be allowed.

We will not accept any applications submitted outside of the systems.

## How to Apply

### Before preparing a proposal

To participate in this Call, you should ensure:

Checklist	
You have read this document carefully, and started to think about what contribution your idea/project could make concerning the Call to Action brief;	<input type="checkbox"/>
You have spoken to people at EIT Climate-KIC about the idea you have, to see if it is worth submitting a proposal; if you are unsure whom to contact, please contact the EIT Climate-KIC Community Desk at <a href="mailto:communitydesk@climate-kic.org">communitydesk@climate-kic.org</a> or contact <a href="mailto:ignacio.chanza@climate-kic.org">ignacio.chanza@climate-kic.org</a>	<input type="checkbox"/>
Please ensure that all required information is provided. Without the availability of the relevant information the application will not be progressed.	<input type="checkbox"/>
All applications should be written in English. Exceptions can be made for supporting documents, where they are requested/can be submitted, such as letters of intent – these documents could be written in one of the official language <b>update them update them</b> spoken in the country from which the application is submitted. You may choose to provide a summary in English <sup>6</sup> .	<input type="checkbox"/>
<b>Cost Categories (applicable in stages where assumed budgets are requested):</b> Guidance to be issued to support the development of Stage 2 proposals. Cost categories will reflect Horizon Europe requirements.	<input type="checkbox"/>
<b>Ensure your availability to attend the scheduled <i>Matchmaker Innovation Market Event</i> – see timeline above for further information.</b>	<input type="checkbox"/>

### Stage 1: Submission (using Exaptive)

If you have done all the above and wish to proceed, you should then complete *Stage 1: Expression of Interest* by the specified deadline. To do so:

- Submissions should be made in [Exaptive](#).
- You will need to register with [Exaptive](#) in order to submit an expression of interest.
- See **Annex 1: Using [Exaptive](#) – Guidance** of this Document.

EIT Climate-KIC will not proceed with any late applications, outside of the specified process and/or system.

If you experience difficulties with the systems and/or process, please contact the EIT Climate-KIC Community Desk at [communitydesk@climate-kic.org](mailto:communitydesk@climate-kic.org), stating the name of the Call in the subject and the issue encountered in the body of the email message.

<sup>6</sup> EIT Climate-KIC reserves the right to request a translation at any time. EIT Climate-KIC also reserves the right not to pass additional information to reviewers if not provided in English or supported by a translation.

## Stage 2: Submission (using Plaza)

The process, template and/or system for submitting initiatives/pilot proposals will be communicated at the end of Stage 1 to participants of the *Matchmaking Innovation Market Event*.

## Preparing a proposal

When completing your submissions to Stages 1 and 2 of this Call, you will need to pay attention to:

### Stage 1 (Expression of Interest):

- A clear articulation of either:
  - DEMAND: need, problem or challenge you are looking to address, and as defined / in response to the Call to Action brief;
  - SUPPLY: the product, service, expertise, innovation opportunity you wish to pilot in response to a matched need, problem, challenge (as defined by you, and aiming to be matched through the *Matchmaking Innovation Market Event*);
- The geographical focus of any activities, the organisations involved in the proposal, the intended/required start and end date;

### Stage 2:

- How you detail the activities that will be conducted (the work plan) to achieve the objectives of the initiative/pilot project.
- How your proposal responds to the defined challenge, scope and impact of the identified need, problem, challenge, through intended outcomes and KPIs.
- The outputs of your work. EIT Climate-KIC uses the format of Outputs, Deliverables, and KPIs.
  - Outputs should be considered substantial pieces of work done to achieve the objectives – a typical formulation might see one output per work package.
  - Deliverables are supporting documentary evidence that prove the work has taken place to the standard planned and they should always be of high quality. Each Output is associated to one or more Deliverables. KPIs are Key Performance Indicators, and they are separated into two sets of KPIs – EIT Climate-KIC KPIs and EIT KPIs; see the Call to Action for details of KPIs that are in scope for this programme and that should be targeted in submission.
  - You must include KPIs in your proposal which align with the programmatic KPIs.
    - It is highly recommended to carefully [read evidence required](#) for reporting against KPIs, before inclusion of any KPI in the proposal. **Do not base the inclusion of KPIs only on their title.**
- Plans for financial and delivery sustainability and scalability via other funding streams and new income streams (see Annex 2 for further information).

**Important:** Please note that proponents are responsible for checking the EIT Climate-KIC website for updated information related to this Call. Amendments to the Guidelines and Frequently-Asked-Questions may be issued from time to time.

## EIT Reimbursement Rate

**Please note this applies to Stage 2 of this Call only.**

This section provides a description of EIT Reimbursement Rate, where applicable. As this Call provides for a 100% EIT reimbursement rate, no co-funding is required, however it would be positively reviewed.

The Maximum EIT Reimbursement Rate is applied at the project level and each project is subject to the Maximum EIT Reimbursement Rate as stated in the Eligibility section of this document. **For example:** each proposal may have a maximum EIT Reimbursement Rate of 80%. If you chose to build a consortium and have more than one partner in the proposal you submit, the proposal reimbursement rate must not exceed 80%, though the reimbursement rate can vary per partner.

For example, while the project reimbursement rate must not exceed 80%, individual consortium members can seek up to 100% EIT reimbursement (but others would need to seek lower amounts) i.e.:

- Partner A: 100% EIT Reimbursement + 0% co-funding
- Partner B: 75% EIT Reimbursement + 25% co-funding
- Partner C: 75% EIT Reimbursement + 25% co-funding

Partner	EIT Funding Request (€)	Co-funding (€)	EIT Reimbursement Rate	Co-funding
Partner A	5,000	0	100%	0%
Partner B	15,000	5,000	75%	25%
Partner C	10,000	2,500	75%	25%
<b>TOTAL</b>	<b>30,000</b>	<b>7,500</b>	<b>80%</b>	<b>20%</b>

Please refer to [Managing Performance, Risk, and Fairness in Implementing the EIT Grant](#) (please note that this document is in progress of being updated for Horizon Europe and should be used as guidance), under the Finance and Grant Management section of the website.

## Who Can Apply

This call for proposals is open for applications to both EIT Climate-KIC partners and non-partner organisations.

**Important:** Successful proposals are expected to be funded by the upcoming Horizon Europe funding framework in 2021. EIT Climate-KIC is working closely with EIT to understand the new provisions and requirements. To be eligible for funding we expect EIT Climate-KIC partners will be required to accede to the Horizon Europe Model Grant Agreement.

Organisations that have not yet applied for or received partnership status are strongly encouraged to apply. Should such organisations wish to receive EIT-funding, they are welcome to apply for partnership status. Please reach out to the EIT Climate-KIC Community Desk at [communitydesk@climate-kic.org](mailto:communitydesk@climate-kic.org) for further information.

## Your Data

All registrants are required to accept EIT Climate-KIC's [General Terms and Conditions](#) which also includes in particular, our [Privacy Policy](#), [Acceptable Use Policy](#) and [Cookie Policy](#) and warrant and represent that they have the authority to agree and accept these on behalf of the named organisation. Personal data provided may be processed, including sharing with other organisations, by EIT Climate-KIC and certain sensitive data elements will be visible to other partners or potential partners of EIT Climate-KIC. The named partner organisation or potential partner of EIT Climate-KIC warrants and represents that in providing personal data in connection with the proposal, the data subjects have consented to the provision of this personal data and the processing of it by EIT Climate-KIC in the manner indicated in accordance with our Privacy Policy, and that the partner organisation or potential partner of EIT Climate-KIC provides the personal data in accordance with applicable law.

## Confidentiality

EIT Climate-KIC will treat your proposal confidentially, as well as any related information, data and documents received in accordance with our Privacy Policy or as otherwise indicated throughout the proposal form.

Please pay attention not to attempt to discuss your proposal with persons you believe may act as an independent expert for EIT Climate-KIC.

## System errors and complaints

### Proposal submission

If you think that the submission of your proposal was not entirely successful due to a **technical error** on the side of EIT Climate-KIC, you may lodge a [complaint](mailto:communitydesk@climate-kic.org) through the Community Desk ([communitydesk@climate-kic.org](mailto:communitydesk@climate-kic.org)).

For the complaint to be admissible, it must be **filed within 24 hours following that of the Call closure**, ideally as soon as the issue arises to enable submission prior to the deadline.

You should also secure a PDF version of all the parts of your proposal holding a time stamp (file attributes listing the date and time of creation and last modification) that is prior to the call deadline, as well as any proof of the alleged failure (e.g. screenshots). Later in the procedure you may be requested by the team reviewing the case to provide these items. Please note that any information regarding the proposal will be treated in a strictly confidential manner.

To consider your complaint is upheld, the audit trail (application log files and access log files of the IT systems involved) must show that there was indeed a technical problem on EIT Climate-KICs side which prevented you from submitting (or resubmitting) the proposal.

Outcome: You will receive a notification about the outcome of the treatment of your complaint within 48 hours of all evidence being provided. If a decision cannot be reached in this timeframe, you will receive a holding reply. If your complaint is upheld, the files submitted, for which the investigation has demonstrated that technical problems on the EIT Climate-KICs side prevented (re)submitting, will be used as a reference for accepting the proposal for subsequent evaluation. In absence of such documents, the version present in the relevant system will be evaluated.

### Complaints

Should proponents be dissatisfied with the outcome of the proposal review process please reach out to EIT Climate-KIC's Community Desk ([CommunityDesk@climate-kic.org](mailto:CommunityDesk@climate-kic.org)) for information about the Complaints and Appeals processes.

## Review Mechanism & Decision-making

### Proposal Submissions Assessment – Stage 2

Proposals will be assessed by EIT Climate-KIC teams in areas relevant to our 'Transformation, In Time' strategy.

All submissions will be assessed fairly and transparently in the scope of EIT Climate-KIC's Innovation Impact Goals, eligibility, assessment criteria, and the current portfolio.

Conflicts of interest are mitigated through a disclosure process and follow a full recusal from the decision process in such instances. Decisions as to whether a proposal is accepted or rejected will be communicated as detailed in this document.

The applications in this Call will follow a two-stage submission scheme and be summarily assessed by EIT Climate-KIC teams via an assessment phase for **Stage 2 submissions only**, commensurate with the eligibility and assessment criteria set out in this Call Guidelines document (see below). This phase will involve review and assessment of the proposals, and then a review with an eye for achieving and spread, diversity, and fit across the full spectrum of proposals. Please read the accompanying *Eligibility and Assessment Criteria* for full details on assessment for this Call.

We will then select the projects to support, building a portfolio of initiatives and projects that are high quality and clearly address the goals as described in the call documentation. Subject to meeting the quality threshold, we reserve the right to manage the portfolio to achieve the correct balance of projects and funding.

**All else being equal, a lower EIT Reimbursement Rate (i.e. higher co-funding level) will be favored; please see the assessment and selection criteria.**

## Eligibility and Assessment Criteria

This Call will follow a **two-stage proposal submission scheme** with one-phase assessment process.

### Eligibility

Stage	Project Type	MAX. DURATION	MAX. EIT REQUEST Per annum	MAX.EIT REIMBURSEMENT RATE (total project costs)	MIN. CO-FUNDING (total project costs)	OTHER
Stage 1: Expression of Interest – EIT RIS Matchmaking Innovation Market	Supply EOI  Demand EOI	n/a	n/a	n/a	n/a	Expressions of Interest for "Demand" must be based in EIT RIS eligible <sup>7</sup> countries/regions  Supply – can be any organisation/consortium across Europe including EIT RIS eligible countries/regions.
Stage 2: Full Proposal	Pilot Project Proposal	31 December 2021	€ 35,000	100%	0%	Consortia must be led by eligible EIT RIS partner organisation(s).  <b>Pilot Projects must be led by or include Participants in Stage 1 of this Call only.</b>  Initiative/Pilot must be for implementation in EIT RIS eligible countries/regions.

### Specific Application Process

- There will be a **two-stage application process**, where applicants must submit to participation in Stage 1 in order to be eligible for participation in Stage 2. In both stages, only EOIs/proposals submitted by the deadline will be considered for participation and funding, respectively.
- Please refer to these proposal guidelines when preparing and submitting a proposal.

### Timeline

- The deadline for submitting an expression of interested (Stage 1) is: **29 June 2021, 18.00 CEST**
- The deadline for submitting a Pilot Project proposal (Stage 2) is: **27 July 2021, 18.00 CEST**
- The final outcomes and feedback will be communicated **latest by 6 August 2021.**
- The earliest project start date is therefore **10 August 2021.**

<sup>7</sup> Only partner consortia led by partners located in EIT RIS countries (Bulgaria, Croatia, Cyprus, Czech Republic, Estonia, Greece, Hungary, Italy, Malta, Latvia, Lithuania, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Montenegro\*, North Macedonia\*, Serbia\*, Turkey\*, Ukraine\*) are eligible to apply under this project type – projects have to benefit stakeholders located in these countries exclusively

\*These countries will be eligible for the EIT RIS, as long as they conclude their Horizon Europe Association Agreements.



## Assessment Criteria

Stage 2 Assessment criteria is applied to proposed initiatives/pilot project received following the conclusion of Stage 1 (Expression of Interest and the Matchmaking Innovation Market event). The outcome of this assessment leads to EIT grant funding to support the implementation of selected and eligible Pilot Projects up to 31 December 2021.

### Evaluation scale:

In relation to each of the criteria above, the score ranges from 0 to 5 according to the following scale:

Score	Description
0	Proposal fails to address the criterion or cannot be assessed due to missing or incomplete information.
1	Poor. The criterion is inadequately addressed or there are serious inherent weaknesses.
2	Fair. The proposal broadly addresses the criterion, but there are significant weaknesses.
3	Good. The proposal addresses the criterion well, but a number of shortcomings are present.
4	Very good. The proposal addresses the criterion very well, but a small number of shortcomings are present.
5	Excellent. The proposal successfully addresses all relevant aspects of the criterion. Any shortcomings are minor.

### Weighting

Assessment criteria stated below are categorized either as a category A or category B. Appropriate weight is used for each category.

Category	weight
A	x1
B	x2

Area / Score	STAGE 2 – Pilot Project Proposal	
Challenge (max 15)	Strategic fit (A)	<ul style="list-style-type: none"> <li>Does the proposal convey how it aims to identify or address the challenges and needs of the Demand (RIS city, regional governments, policy makers, industry players, etc.) with this innovation?</li> </ul>
	Demand assessment (B)	<ul style="list-style-type: none"> <li>To what extent are Demand representatives expressing interest in the innovation? (letter of support, letter of engagement, in-kind contribution)</li> <li>Are the Demand representatives leading the project consortium?</li> </ul>
Scope (20)	EU dimension (A)	<ul style="list-style-type: none"> <li>Do the consortium and proposed activities have a high degree of geographical diversity that is relevant for the project?</li> <li>Does the consortium engage at least two entities in two different European countries?</li> </ul>
	Results, dissemination and communication plan (A)	<ul style="list-style-type: none"> <li>Does the proposal contain a plan for how results/outcomes will be disseminated, publicly and to relevant parties? Are the proposed measures to exploit and disseminate the project results and to communicate the project effectively?</li> <li>Is consideration given to how the results and learnings inform further action?</li> </ul>
	Partner/ consortium potential (A)	<ul style="list-style-type: none"> <li>Do the consortium partners have the appropriate skills and capabilities to successfully deliver?</li> <li>Does the consortium engage organisations from different parts of society (government, academia, industry and civil society)? (EIT Knowledge Triangle Integration (KTI))</li> </ul>
	Value for money (B)	<ul style="list-style-type: none"> <li>How well is the funding spent on activities directly linked to achieving the project objectives?</li> <li>Is there co-funding is offered to match the EIT funding? If yes, how much?</li> </ul>
Impact (20)	Expected Impact & Speed to Impact (B)	<ul style="list-style-type: none"> <li>Does the proposal clearly describe the mechanism for how it will contribute to climate change mitigation and/or adaptation? What is the potential scale of the impact?</li> <li>How quick to impact is the innovation? Is a timeline to impact considered and included?</li> <li>Does the project encourage diversity and gender equity?</li> </ul>

	Citizen engagement and outreach (A)	<ul style="list-style-type: none"><li>• Are there plans to engage citizens in the activities, with suitable outlined outreach activities planned?</li></ul>
	Financial sustainability and commercialisation strategy (A)	<ul style="list-style-type: none"><li>• Is there a financial sustainability plan for the innovation after conclusion of the project?</li><li>• What is the commercial go-to-market/innovation up-take strategy for products or services created by the project?</li></ul>



## Annex 1: Using Exaptive - Guidance

This Annex sets out guidance for how to submit to Stage 1 of this Call, in EIT Climate-KIC's *Exaptive* system.

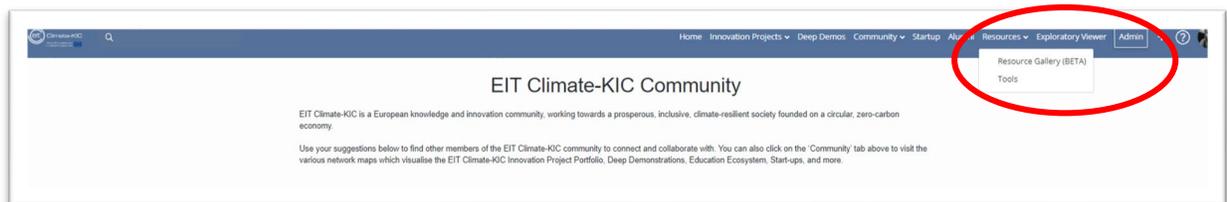
### How to register in Exaptive and create an Expression of Interest

**Step one:** Log into the EIT Climate-KIC 'Cognitive City' in Exaptive platform, by following this link:

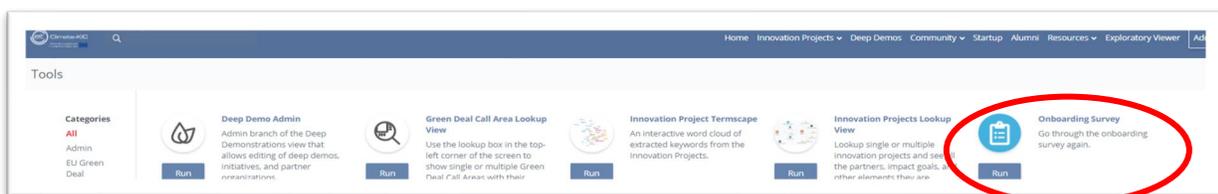
<https://climate-kic.cognitive.city/cognitive>

- If you are new user to the platform, you will be automatically directed to the 'onboarding survey', which captures relevant information about you as a user, including which partner organisation you work for.
- If you are an existing Exaptive user, you will land on the homepage when you log back in. You may need to go through the onboarding survey again in order to add information about which partner organisation you work for if this is not already included in your profile. Note that all the information you have previously added to your profile will still be there unless you explicitly choose to remove it.

To launch the onboarding survey, click on the '**Tools**' tab which can be found in the Resources drop down at the top right of the page:



Select the '**Onboarding Survey**' Tool:



**Step two:** You will be directed through the standard onboarding questions again, with any answers given previously pre-populated (unless you specifically choose at the start of the survey to delete the previous profile information).

On page 1 of 4, please select which **partner organisation** you work for:

Page 1 of 4 - Persona Information

Which partner organization do you work with? \*

Climate-KIC Holding Bv

Which of the following categories best describes the **type of member** you are? \*

- Cities and Public Authorities
- Corporations
- Financial Institutions
- Emerging Technologies
- Small Business
- Environmental NGOs
- Industry
- Universities and Research Institutions
- Agriculture and Food
- Local Infrastructure
- Transport Innovation
- Students/Alumni
- Coach
- Startup

How long have you been a part of the Climate-KIC community?

i.e. When did you first participate in a Climate-KIC Program?

- Less than 1 year
- 1-2 years
- 2-4 years
- More than 4 years

In which **country** are you currently?

◀ Back Next ▶

Continue through the remaining onboarding questions and ensure all your profile information is correct and up to date. Click the 'Submit' button on page 4 of 4 once you have completed the information:

Page 4 of 4 - Skills & Expertise

What **type of projects** do you work on?

Please select all that apply. You may also create new types as well.

Arts x | Data science x | Emerging Technologies x | Collaborative x | Culture x | Social Innovation x | Behavioural Change x | Collective Intelligence x | Knowledge Management x | Community Activation x

What are your **skills and capabilities**?

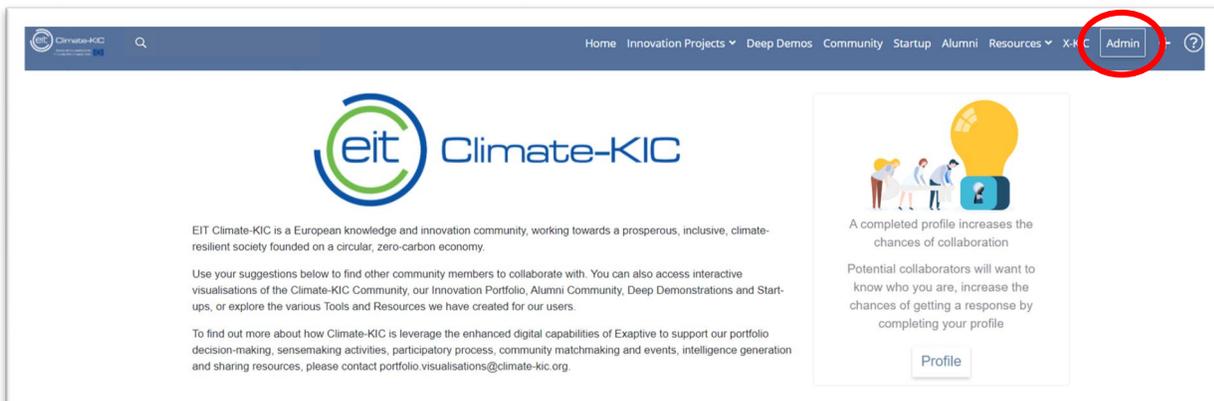
Please select all that apply. You may also create new skills and expertise as well.

Information Management x | Operations x | Community Engagement x | Funding x | Collaboration x | Cross-Discipline x | Knowledge Management x | Partnerships x | Horizon2020 x

◀ Back **Submit**

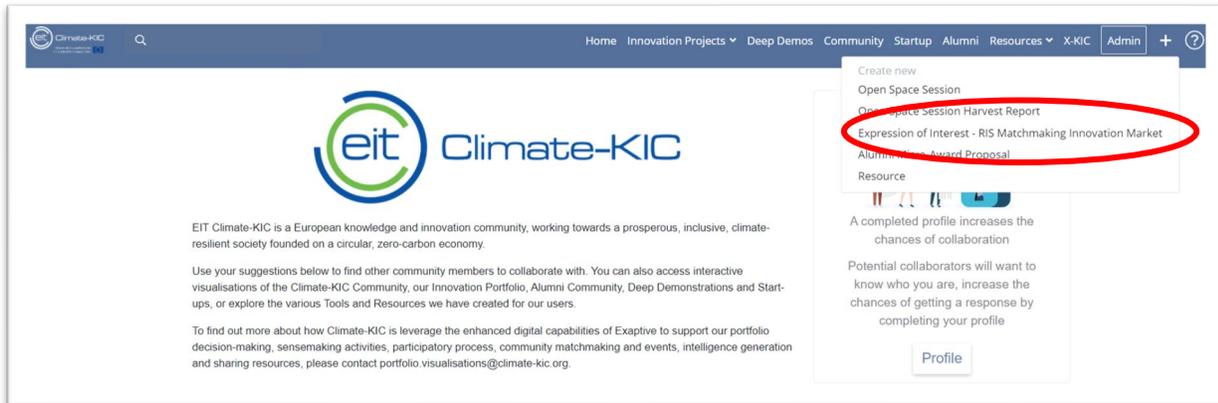
### Creating an Expression of Interest

Click on the '+' icon on the right-hand side of blue the navigation bar:

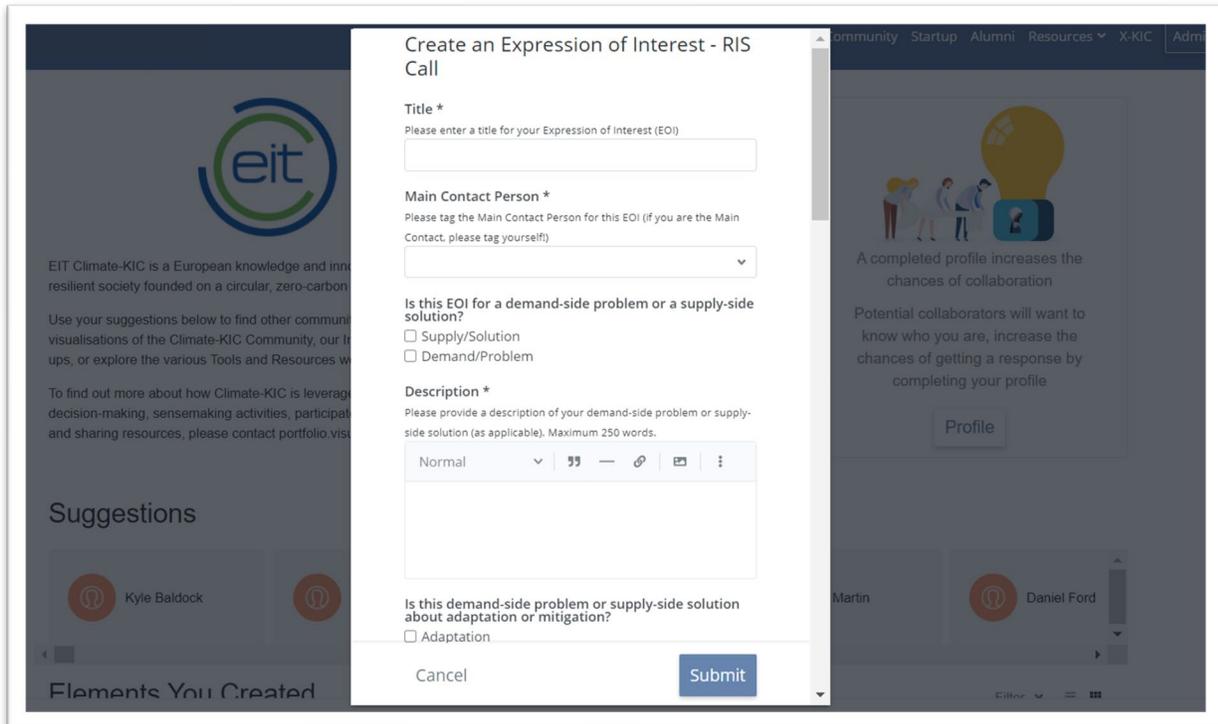


The screenshot shows the Climate-KIC website home page. The navigation bar at the top right contains the 'Admin' button, which is circled in red. Below the navigation bar, the main content area features the Climate-KIC logo and a call to action to complete a profile. The call to action includes an illustration of people around a lightbulb and text stating: 'A completed profile increases the chances of collaboration. Potential collaborators will want to know who you are, increase the chances of getting a response by completing your profile.' A 'Profile' button is located at the bottom of this call to action.

Select 'Expression of Interest – RIS Matchmaking Innovation Market':



This will open the Expression of Interest (EOI) form:



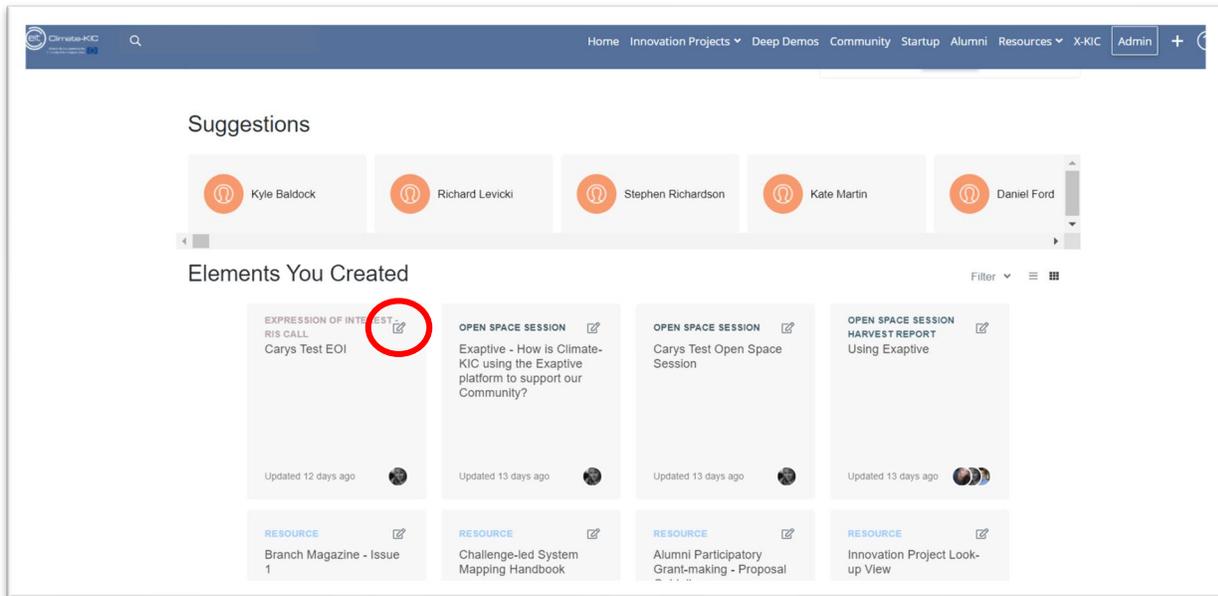
Please complete the EOI form, including all the mandatory information fields. Scroll down to ensure you complete the full form.

Once you have completed the form with all the relevant information, click 'Submit'.

## Editing your Expression of Interest after submission

It is possible to open and edit your EOI form after you have submitted it.

On the Exaptive homepage, you will find the EOI under the **'Elements you Created'** section. From here you can click on the **edit icon** in the top right-hand corner of the element tile. This will re-open the EOI form for you to edit and re-submit as necessary:



If you have any questions or require assistance using the Exaptive platform, please contact [portfolio.visualisations@climate-kic.org](mailto:portfolio.visualisations@climate-kic.org)