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The EIT is a body of the European Union

Making innovation happen!

2018 Call for Proposals

EIT Urban Mobility Webinar

Martin KERN, EIT Interim Director

6 September 2017

#EITCall

Urban mobility: a cross-cutting challenge

KONUX
Smart sensor monitoring systems

"We've received invaluable coaching from EIT Digital & we've benefited from joint promotional activities."
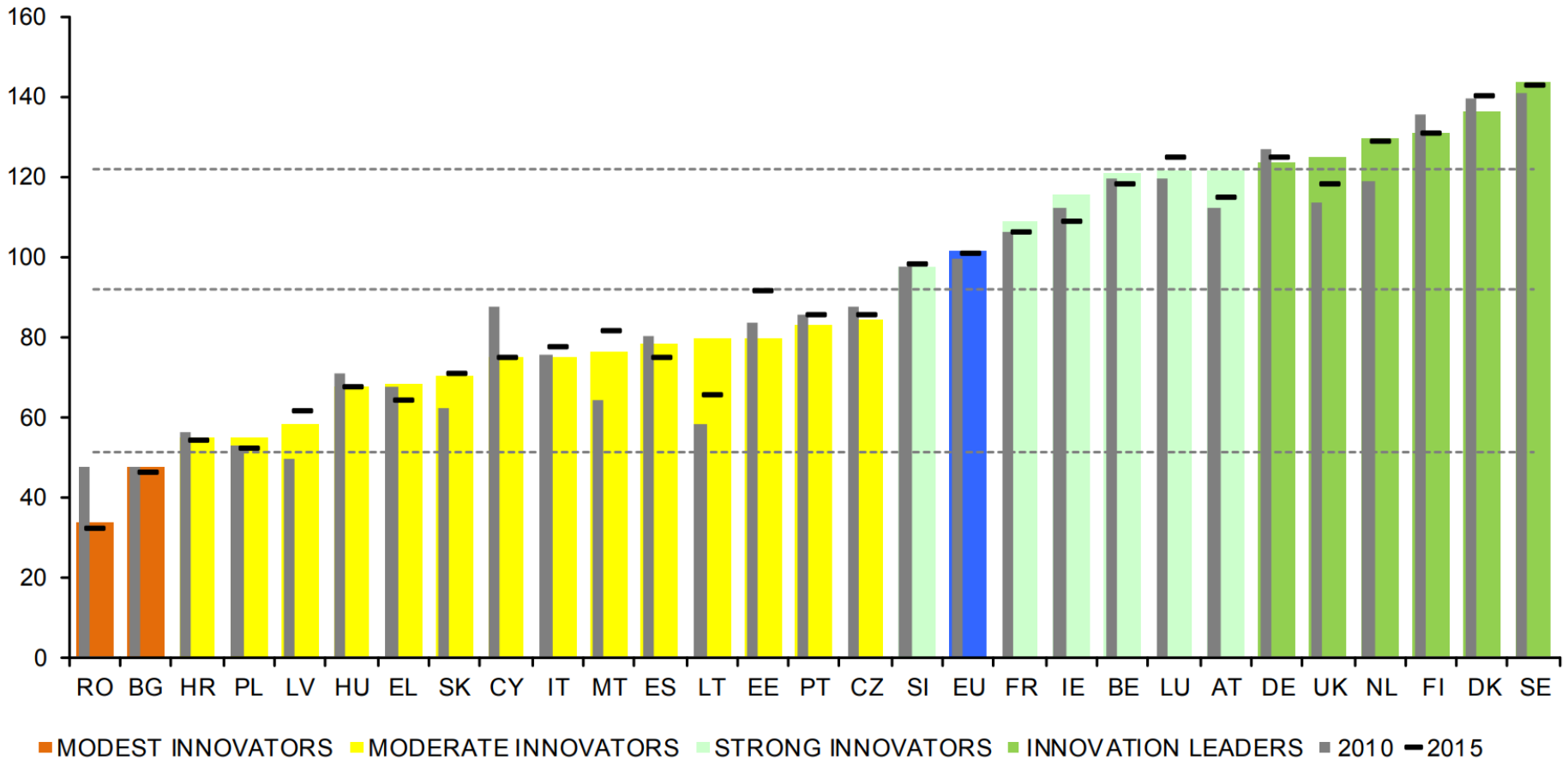**Andreas Kunze, CEO of KONUX**

Plume Labs
Service to understand, track and reduce exposure to pollutants

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Innovation in the EU

Performance of EU Member States' innovation systems
European Innovation Scoreboard 2017 – European Commission

European Institute of Innovation and Technology

Our vision is to become the leading European initiative that empowers innovators and entrepreneurs to develop world-class solutions to societal challenges, and create growth and skilled jobs.

- 1st EU initiative bringing together the three sides of the 'knowledge triangle': business (companies and SMEs), education institutions and research centres.

- aim to increase the cooperation and integration between higher education, business and research to facilitate the transition from:
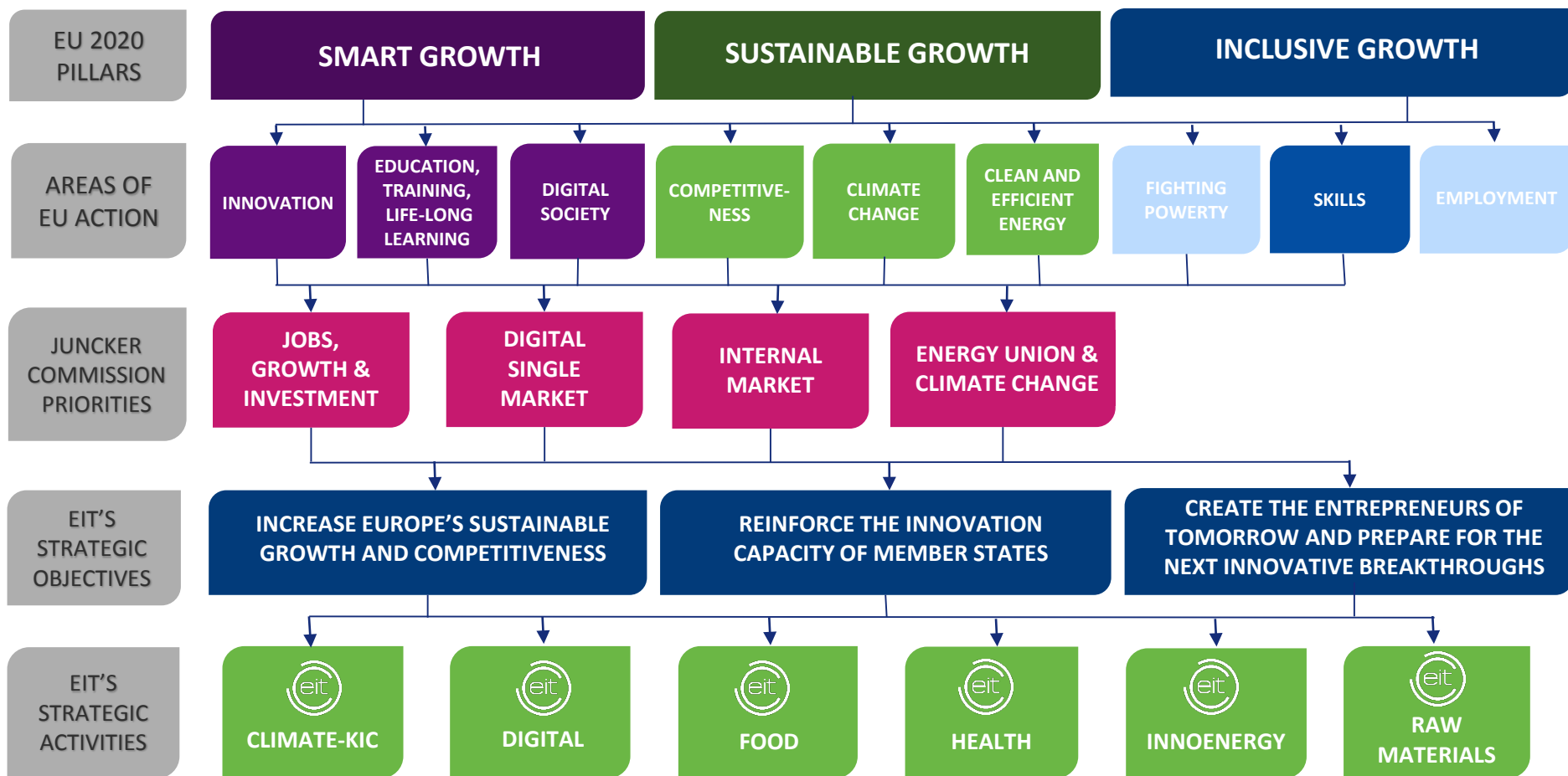

student to entrepreneur

idea to product

lab to customer

EIT's contribution to the Europe 2020 Strategy and to the Juncker Commission Agenda

EU 2020 PILLARS	SMART GROWTH	SUSTAINABLE GROWTH	INCLUSIVE GROWTH

AREAS OF EU ACTION

INNOVATION	EDUCATION, TRAINING, LIFE-LONG LEARNING	DIGITAL SOCIETY	COMPETITIVE-NESS	CLIMATE CHANGE	CLEAN AND EFFICIENT ENERGY	FIGHTING POWERTY	SKILLS	EMPLOYMENT

JUNCKER COMMISSION PRIORITIES

JOBS, GROWTH & INVESTMENT	DIGITAL SINGLE MARKET	INTERNAL MARKET	ENERGY UNION & CLIMATE CHANGE

EIT'S STRATEGIC OBJECTIVES

INCREASE EUROPE'S SUSTAINABLE GROWTH AND COMPETITIVENESS	REINFORCE THE INNOVATION CAPACITY OF MEMBER STATES	CREATE THE ENTREPRENEURS OF TOMORROW AND PREPARE FOR THE NEXT INNOVATIVE BREAKTHROUGHS

EIT'S STRATEGIC ACTIVITIES

CLIMATE-KIC	DIGITAL	FOOD	HEALTH	INNOENERGY	RAW MATERIALS

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Source: Deloitte Report - How do EU agencies and other bodies contribute to the Europe 2020 Strategy and to the Juncker Commission Agenda? (November 2016)

EIT – an integral part of

HORIZON 2020

The EIT contributes to H2020 by addressing societal challenges via the integration of the knowledge triangle

H2020 has a budget of approx. € 75 billion for 2014 to 2020, out of which the EIT has been allocated € 2.4 billion

The EIT will further nurture synergies and complementarities across H2020 and its different initiatives

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EIT priorities 2014 – 2020

1

Fostering

growth & impact of first 3 innovation communities

EIT Climate-KIC

EIT Digital

EIT InnoEnergy

2

Creating

5 new innovation communities

2014	EIT Health
	EIT Raw Materials
2016	EIT Food
2018	EIT Manufacturing
	EIT Urban Mobility

3

Sharing and Disseminating

EIT Community good practices

Inc. EIT Regional Innovation Scheme (EIT RIS)

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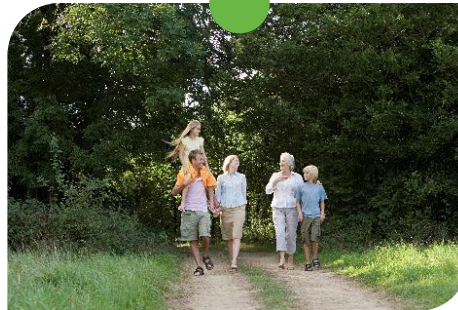
EIT's Innovation Communities

EIT Climate-KIC

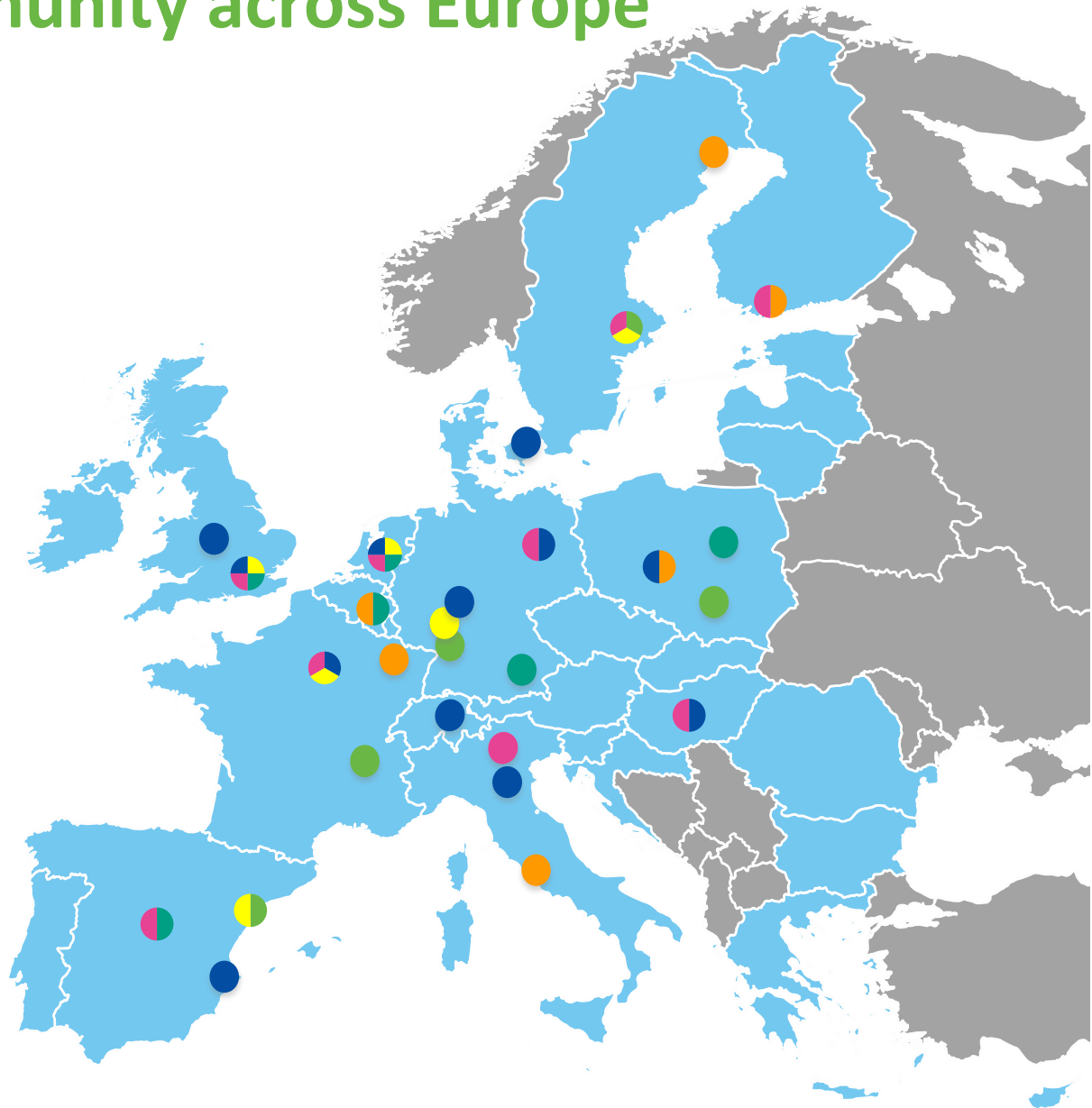### EIT Digital

EIT InnoEnergy

EIT Raw Materials
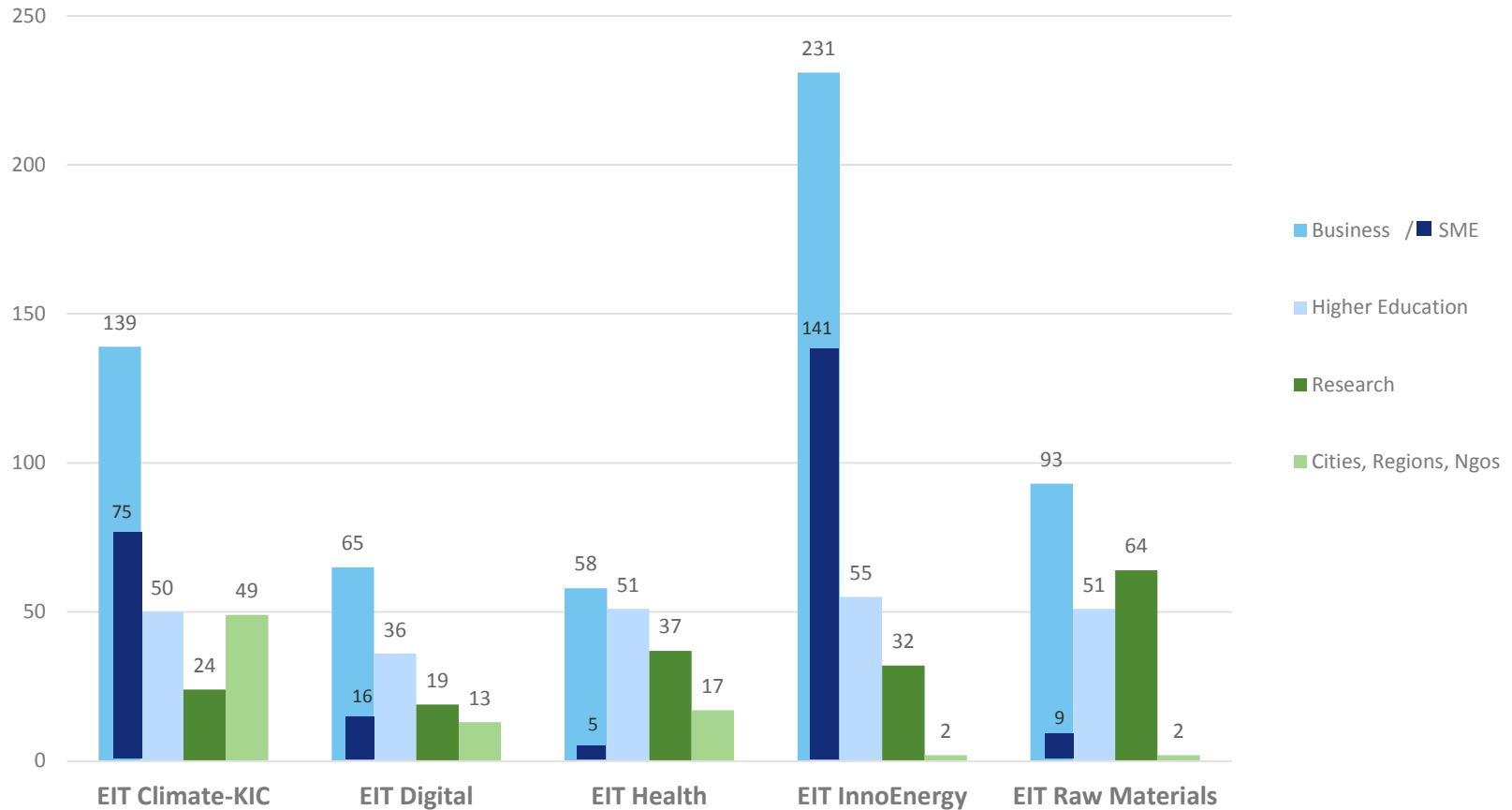

EIT Health

EIT Food

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EIT Community across Europe

Legend:
- EIT Climate-KIC
- EIT Digital
- EIT Food
- EIT Health
- EIT InnoEnergy
- EIT Raw Materials

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Overview of EIT Community partners

Today, the EIT Community brings together more than **1000 partners**:

Legend:
- Business / SME
- Higher Education
- Research
- Cities, Regions, Ngos

Data by KIC:

EIT Climate-KIC: Business 139, SME 75, Higher Education 50, Research 24, Cities/Regions/Ngos 49

EIT Digital: Business 65, SME 16, Higher Education 36, Research 19, Cities/Regions/Ngos 13

EIT Health: Business 58, SME 5, Higher Education 51, Research 37, Cities/Regions/Ngos 17

EIT InnoEnergy: Business 231, SME 141, Higher Education 55, Research 32, Cities/Regions/Ngos 2

EIT Raw Materials: Business 93, SME 9, Higher Education 51, Research 64, Cities/Regions/Ngos 2

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Our strategy to boost innovation in Europe

Facilitate the development of European ecosystems where research, business and education come together to find sustainable solutions to societal challenges by:

- Creating interconnected knowledge and creativity hotspots
- Fostering talent: innovators, entrepreneurs and students
- Attracting investors

→ **Through the EIT's unique innovation model and our Innovation Communities** (KICs or Knowledge and Innovation Communities)

EIT Model

- **High degree of integration**: each EIT innovation community is an independent legal entity, gathering world-class partners from across the knowledge triangle based on a contractual relationship/partnership with the EIT.

- **Long-term strategic approach**: each EIT innovation community is set up for a minimum of 7 years to eventually become financially sustainable.

- **Autonomy & flexibility**: to determine organisational structure and activities governed by a Board of partner organisations.

- **Effective governance**: run by a CEO and a lean management team at central and Co-location Centre level all implementing the Principles of Good Governance.

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EIT Model

- **Innovation Hubs** (Co-location Centres): each EIT innovation community consists of innovation hubs leveraging on existing capacities and building pan-European networks.

- **Smart funding & high degree of commitment of partners**

- **Results & high impact oriented activities**: EIT innovation communities implement a Business Plan with measurable results and impact.

- **Synergies & complementarities**: with EU, national, regional and local initiatives

- **Outreach** incl. EIT Regional Innovation Scheme

- **Culture**: EIT innovation communities are shaped by strong entrepreneurial mind-sets and culture.

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Bring ideas and people together in new ways.

Create opportunities for new and existing organisations to access leading European teams.

Contribute to the development of a regional entrepreneurial culture.

Seek synergies and complementarities with regional, national and EU policies & programmes to boost innovation and entrepreneurship.

Build trust and openness among their partners.

Facilitate the exchange of ideas and interactions between partners and other stakeholders.

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Co-location Centres

EIT Regional Innovation Scheme

EU-13 share of funding and participation (EIT KIC grants 2015)
Funding: 8.3% (Horizon 2020: 4.7%) - Participation: 11.3% (Horizon 2020: 7.8%)

Eligible countries:

1) Bulgaria
2) Croatia
3) Cyprus
4) Czech Republic
5) Estonia
6) Greece
7) Hungary
8) Italy
9) Latvia
10) Lithuania
11) Malta
12) Poland
13) Portugal
14) Slovakia
15) Slovenia

16) Spain
17) Romania
18) Albania
19) Armenia
20) Bosnia and
    Herzegovina
21) Faroe Islands
22) Former Yugoslav
Republic of Macedonia
23) Georgia
24) Moldova
25) Montenegro
26) Serbia
27) Turkey
28) Ukraine

* Based on the Regional Innovation Scoreboard 2016/
  group of Moderate and Modest innovator
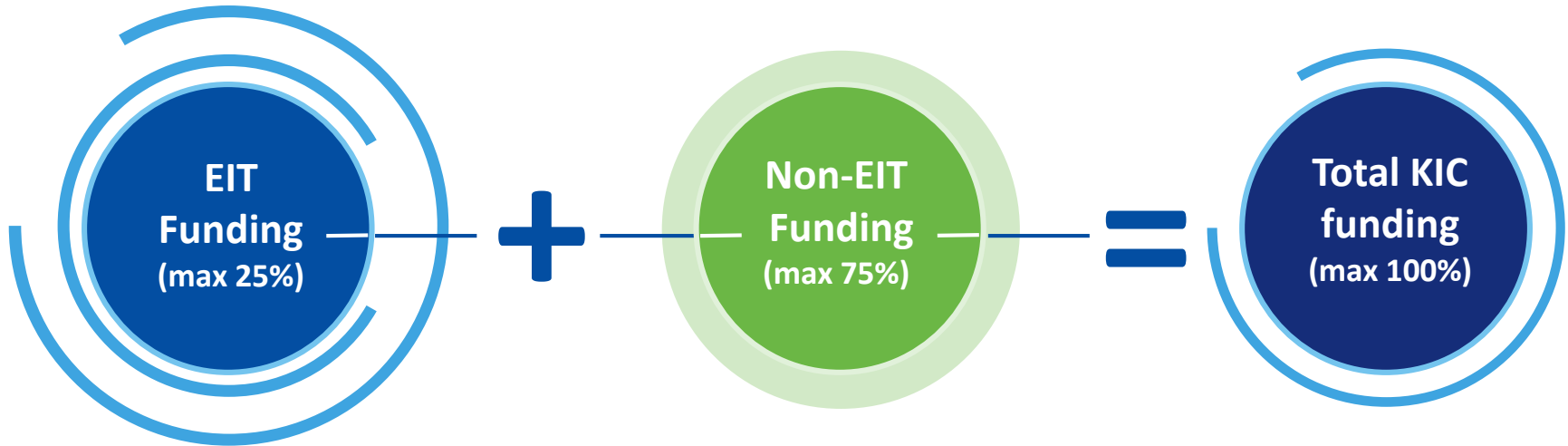
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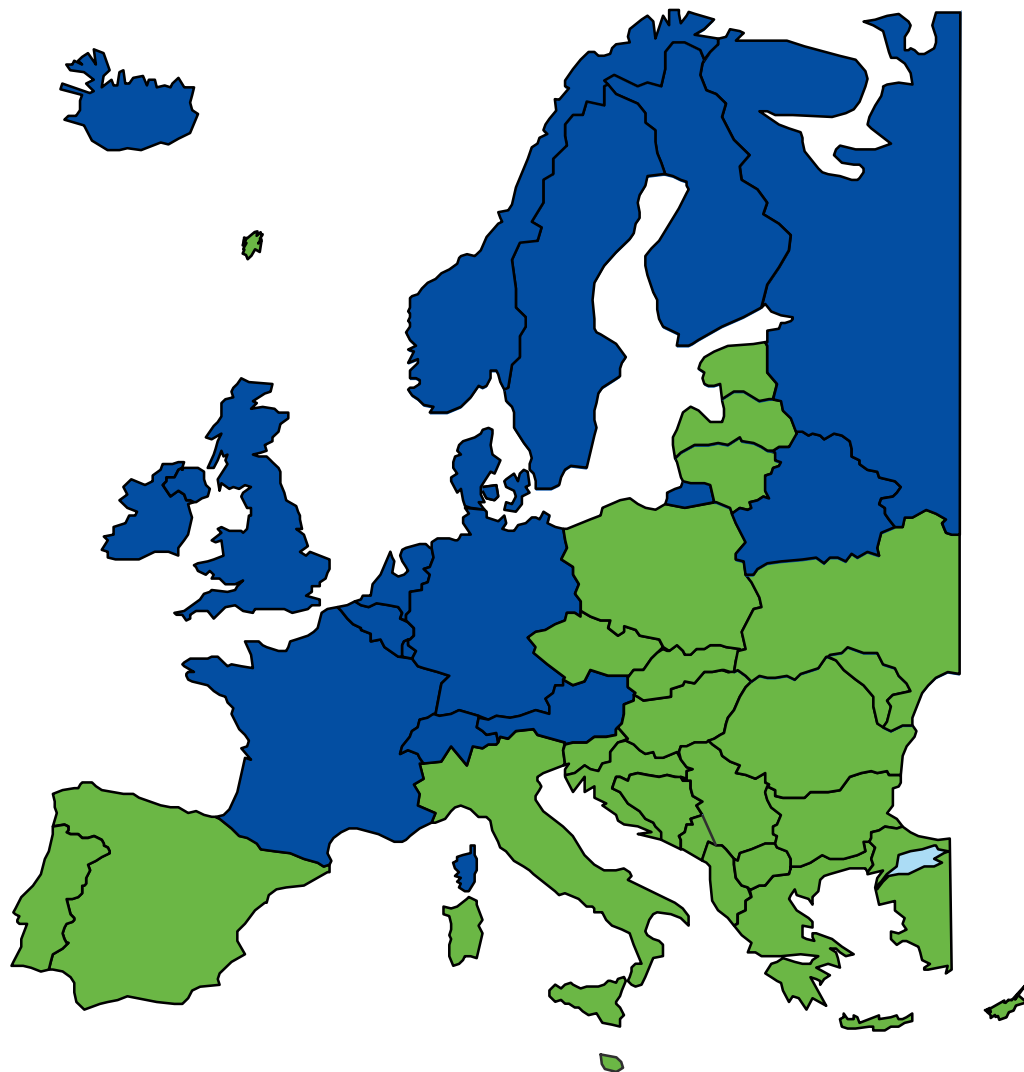
EIT Regional Innovation Scheme (EIT RIS) Objectives

- Contribute to enhancing of the innovation capacity in **moderate and modest innovators*** Member States and Horizon 2020 Associated Countries.

- Share and transfer good practices of **knowledge triangle integration** to widen participation in EIT KIC activities.

- **Allow for synergies and efficiency gains** in regions that have been designing **Smart Specialisation Strategies** and are looking for a better integration of the Knowledge Triangle to boost their innovation capacity.
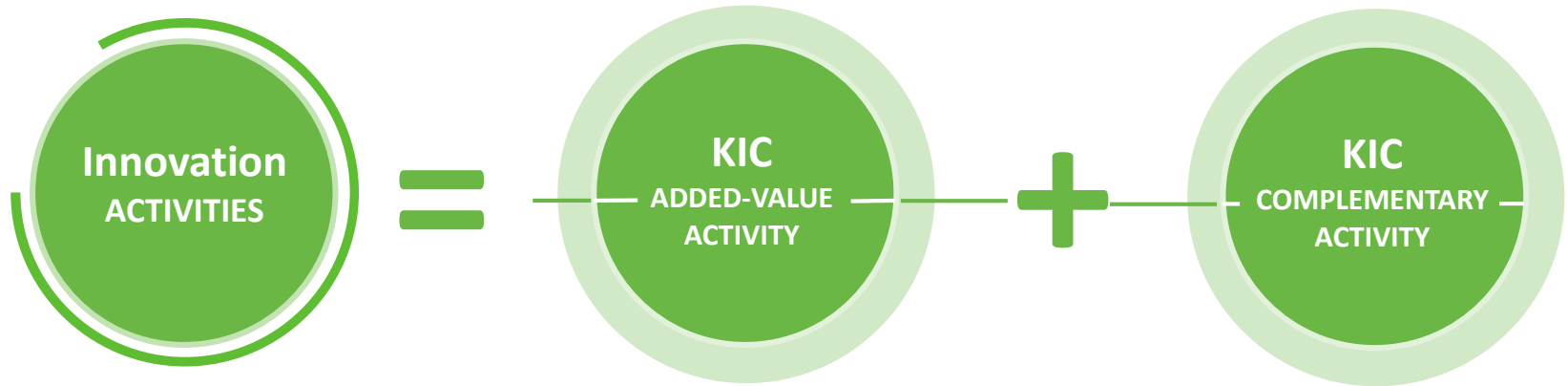
* European Commission Annual Innovation Scoreboard

EIT Funding Model

EIT Funding (max 25%) + Non-EIT Funding (max 75%) = Total KIC funding (max 100%)

Combing EIT and non-EIT funding to:

- Ensure long-term involvement of partners
- Incentivise financial commitment from partners
- Provide a catalyst for investment in innovation

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Innovation Community activities

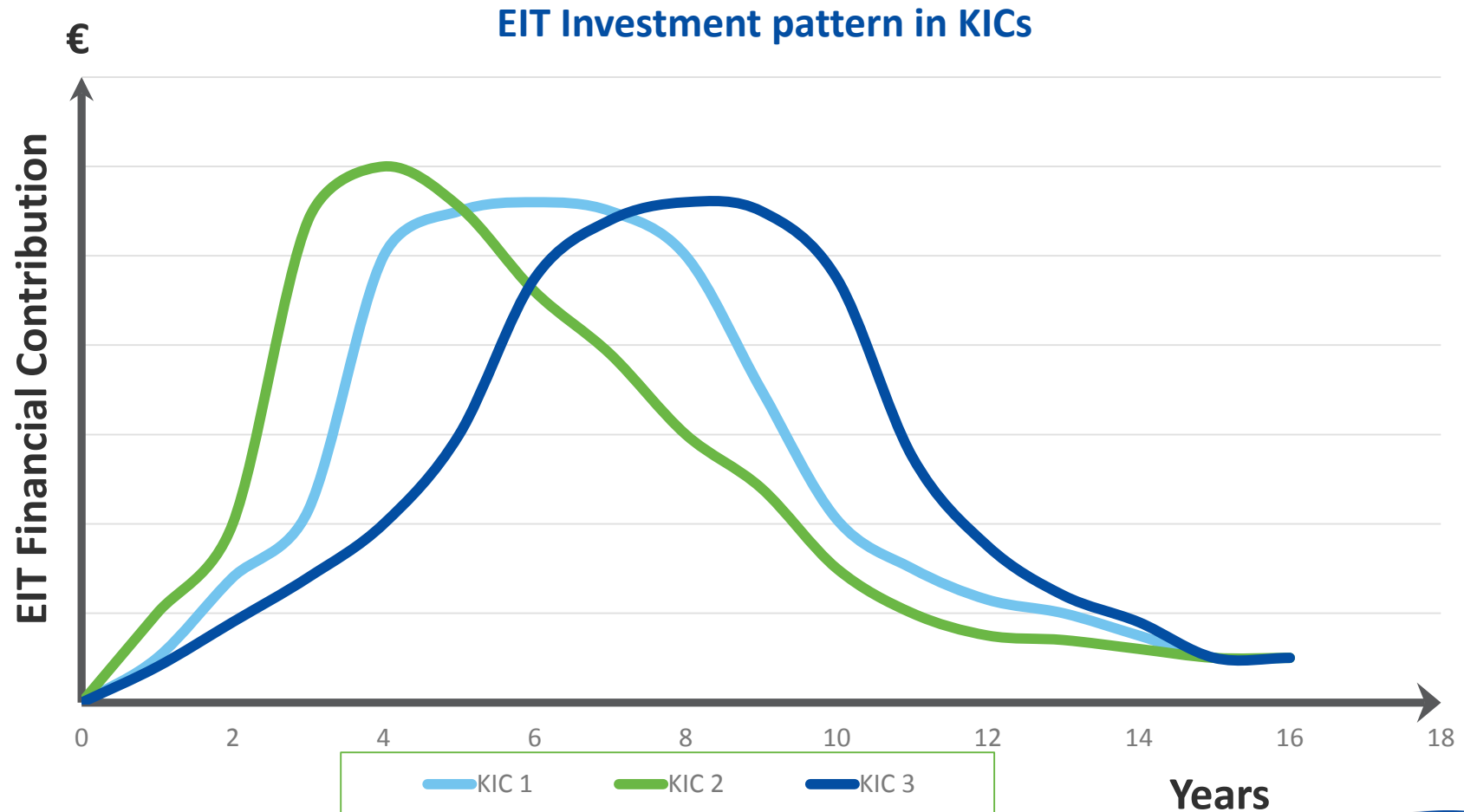**Innovation ACTIVITIES** = **KIC ADDED-VALUE ACTIVITY** + **KIC COMPLEMENTARY ACTIVITY**

Portfolio of activities from:

- Education
- Research driven innovation
- Entrepreneurship: business creation and acceleration

- Contributing to the integration of the knowledge triangle and the overall objectives of the EIT
- Establishment, administration and coordination of activities
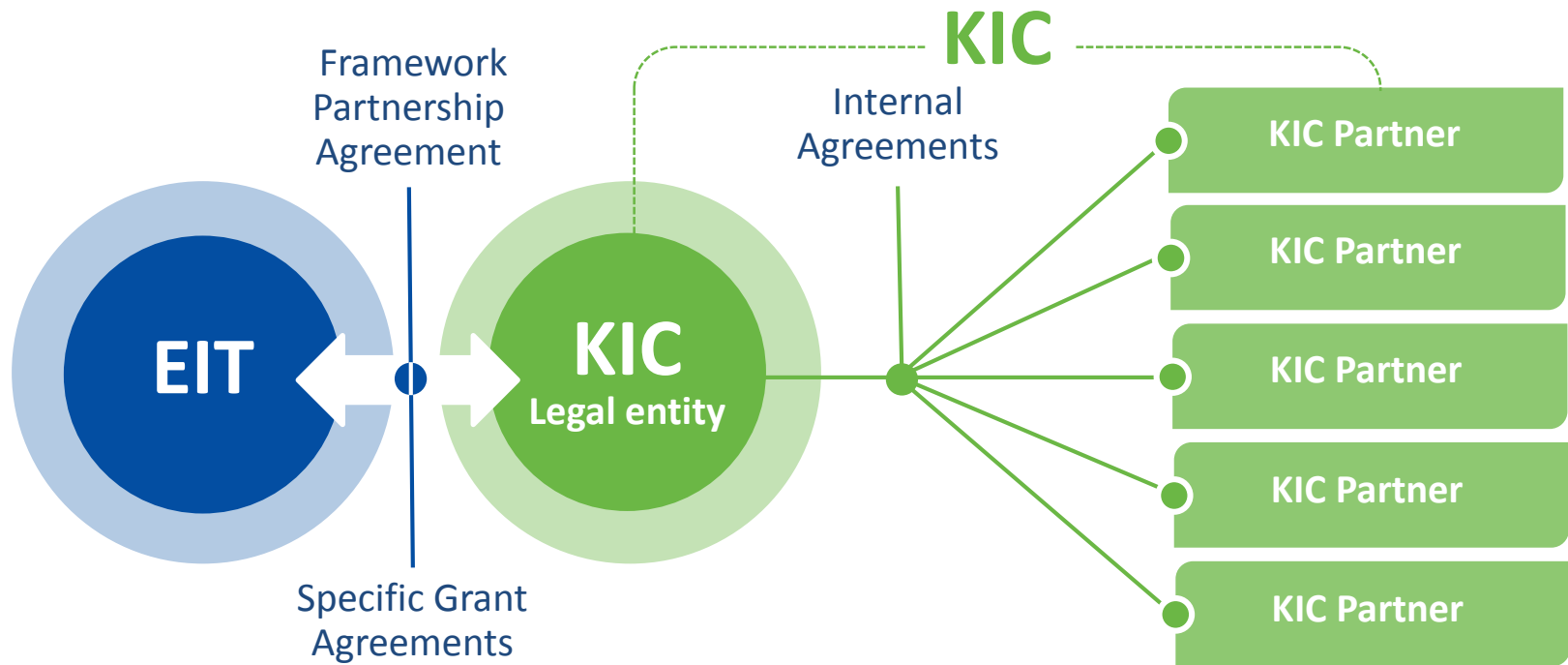- May be financed up to 100% by the EIT

- Having a clear and described link with at least one KIC added-value activity
- Not financed by the EIT

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EIT Approach to Financial Sustainability

EIT Investment pattern in KICs

KIC 1   **KIC 2**   **KIC 3**

Years

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EIT Community contractual relations

Framework Partnership Agreement

Specific Grant Agreements

KIC

Internal Agreements

EIT

KIC
Legal entity

KIC Partner

KIC Partner

KIC Partner

KIC Partner

KIC Partner

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The long-term cooperation between the Innovation Community and the KIC partners must be formalised through Internal Agreements

EIT Community achievements

The EIT's Innovation Communities are growing into thriving European innovation hubs:

1224

number of graduates

2242

number of business ideas incubated

305

number of start-ups created

1232

number of knowledge transfers/adoption

430

number of new or improved products, services and processes launched

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Figures – August 2017

EIT Awards 2016

EIT VENTURE AWARD
Florian Schneider
(Co-founder and COO)
Nerdalize

• **The idea**: Nerdalize heats houses with computing power. By placing powerful servers in the form of a radiator in people's homes, we heat the home with the heat the servers produce. This means the home owner saves on heating, and companies and researchers using computing power save 30-50% on their computing jobs.

• **EIT Community connection**: Part of the EIT Climate-KIC Accelerator programme at the Dutch Co-location Centre

EIT INNOVATORS AWARD
Norbert Kuipers
Water and Energy for Climate Change (WE4CC)

• **Project aim**: To use membrane distillation and desiccant recovery systems to turn low-grade waste heat or renewable solar PVT heat into high-quality water and indoor air.
• **EIT Community connection**: EIT Climate-KIC

EIT CHANGE AWARD
Allen Mohammadi
(CEO and Co-founder)
Hippogriff AB
(main product: Complex Disease Detector)

• **The idea**: Complex Disease Detector (CDD) is an accurate, non-invasive and inexpensive tool for the screening and early diagnosis of heart disease. It uses a patient's medical data and offers a decision support tool to doctors, while also helping patients to discover if they suffer from heart disease, even if they show no symptoms.

• **EIT Community connection**: EIT InnoEnergy Master School ENTECH Programme (KIT and Uppsala University 2013-2015)

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Our vision is to become the leading European initiative that empowers innovators and entrepreneurs to develop world-class solutions to societal challenges, and create growth and skilled jobs.

18 EIT Community innovators and entrepreneurs in Forbes 30 under 30 2017!

Kristina Tsvetanova of EIT Digital-supported BLITAB Technology wins EU 'Rising Innovator' Prize

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INNOVEIT 2017: Meet the EIT Community

The EIT's Innovation Forum 'INNOVEIT 2017' combines the EIT Awards and the EIT Stakeholder Forum. This year has a specific focus on shaping the future of innovation in Europe and consulting stakeholders on the EIT's Strategic Innovation Agenda for 2021 to 2027.

Join and meet the EIT Community as well as other innovation stakeholders at INNOVEIT 2017 on 16-17 October in Budapest

innoveit.eu

eit INNOVEIT 2017

EIT Innovation Forum

Monday 16 October-Tuesday 17 October

Budapest, Hungary

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Questions & Answers

What are eligible costs for EIT grants?

→ The EIT's financial rules are based on Horizon 2020 (the EU Framework Programme for Research and Innovation) rules with minor derogations on certain cost items.

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What is the maximum amount granted and at what %?

→ It is yet to be seen, but expected to be around 400 M EUR over seven years for each Innovation Community. Over the entire period, the Innovation Community has to secure 75% of the entire budget.

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EIT's 2018 Call for two new Innovation Communities

2018 Call for Proposals

EIT Urban Mobility*
Smart, green and integrated transport

EIT Manufacturing*
Added-value manufacturing

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*   Subject to the outcome of the EIT's mid-term evaluation by the European Commission.
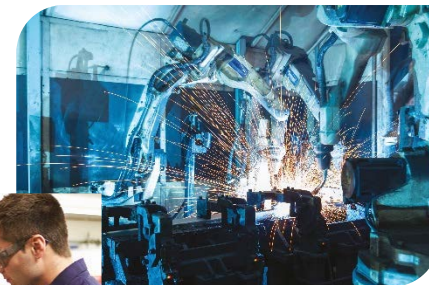
EIT Urban Mobility*

Develop solutions for sustainable urban mobility through breakthrough innovations that lead to greener, more inclusive, safer and smarter transport systems.

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*   Subject to the outcome of the EIT's mid-term evaluation by the European Commission.

Urban mobility: a cross-cutting challenge

- The theme of smart, green and integrated transport has been identified as one of the major societal challenges which will be addressed within the framework of Horizon 2020.

- Urban mobility addresses a number of topics such as
  - transport (including new mobility concepts, transport organisation, logistics, transport systems safety and security)
  - environmental issues (reduction of greenhouse gases, air pollution and noise)
  - urban planning (new concepts for bringing work and living closer together)

- Urban mobility has an important impact both at the economic and social levels (new business creation, employment, social inclusion, housing and location strategies).

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Urban mobility: a cross-cutting challenge

- The overarching aim is to improve the quality of life of European citizens who – in increasing numbers – live in large urban conglomerations where much of Europe's economic performance is generated.

- Sustainable urban mobility can only be achieved if breakthrough innovations leading to greener, more inclusive, safer and smarter solutions are found.

The urban mobility theme for the 2018 Call is presented in a factsheet annexed to the EIT's Strategic Innovation Agenda 2014 - 2020 (SIA): https://eit.europa.eu/sites/default/files/urban_mobility_sia_factsheet.pdf

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Lessons learnt from the 2016 Call: Improvements planned

- **Decrease preparation cost for proposers**: **reduction of legal and operational readiness requirements** of applicants at proposal stage (to be included during the 1st year start-up phase) – at the application stage **focus on Strategy and Impact**

- Further **simplification** of the criteria wording

- Further **clarification on the Hearings with the EIT Governing Board** in Call for Proposals

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Messages to potential applicants (1)

- **EIT: non-prescriptive approach:** EIT did not indicate any particular sectors or approach as innovation stakeholders are best placed to decide which approach to take when tackling particular societal challenges.

- **Impact should be very specific and quantifiable:** proposals are expected to define their focus in specific areas or activities.

- **Added-value:** the proposal needs to be explicit on what is intended to be achieved by an Innovation Community and why it cannot be achieved by other programmes/initiatives.

Messages to potential applicants (2)

- Proposals should based on **current priorities** facing the sector, develop a pan-European strategy to address these priorities and include a convincing implementation plan and suitable KIC partnership to succeed.

- Call's overarching principles are **excellence and impact** and applicants should propose the area(s) and approach that will deliver the biggest economic and societal impact.

Messages to potential applicants (3)

- Direct early **industry** engagement is key. A strong impact from an Innovation Community cannot be expected without industry leadership and strategic engagement.

- EIT is **not a research programme!** – EIT Innovation Communities develop innovative products and services, start new companies, and train a new generation of entrepreneurs.

- **Entrepreneurship education** is a key pillar of EIT activities.

Benefits of business engagement in Innovation Communities:

- Access to **the most powerful, pan-European network of the most innovative European organisations** from business, education & research;

- Unique opportunity for **cross sector collaboration**;

- Unique **market leverage opportunity at EU level** for innovative ideas, products, processes and services;

- Opportunity for active involvement in **shaping the EU innovation, research and education agendas** relevant for the sector;

- Unique opportunity to **address fragmentation of the innovation potential** in the sector by mobilising the critical mass.

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Questions & Answers

What is the difference between new Innovation Communities and existing ones and their ongoing activities in urban mobility?

→ Innovation Communities tackle different societal challenges but there are linkages and synergies between them. The EIT actively encourages them to cooperate.

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The EIT has mentioned in its preliminary information that less emphasis needs to be given to the legal and organizational set-up in the 2018 call. What does this mean besides the minimum requirements outlined in the evaluation criteria?

→ Indeed, the evaluation criteria have changed, giving higher importance to strategy and impact. Moreover, the EIT's expectations on the level of operational readiness of a proposal are reduced compared to previous calls as reflected in the points of the technical evaluation criteria (p.4). The start-up phase could be used to get the Innovation Community operationally ready.

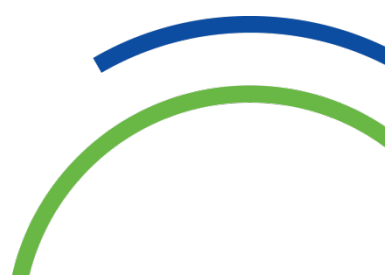# EIT 2018 Call for Proposals

Evaluation criteria

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2018 Call for Proposals– Evaluation Criteria (1)

- **Admissibility and exclusion criteria**

- **Eligibility criteria**:

  - content and scope correspond to the topic of the Call and the KIC model

  - complies with the following eligibility conditions:

    - at least **3 independent organisations** from at least **3 different EU Member States**;

    - at least two thirds of the partner organisations are established in EU Member States;

    - at least 1 higher education institution and 1 private company;

    - **maximum of 50 partners**.

2018 Call for Proposals– Evaluation Criteria (2)

- **Financial and Operational Capacity (Selection) Criteria:** capacity of the coordinator, and the proposed interim management team

  o The organisation of the Partnership's Coordinator (will be subject to the **financial capacity assessment** if (and when) the KIC has been designated and the Coordinator is subject to a financial viability check. Financial capacity will be assessed on the basis of the financial viability check.

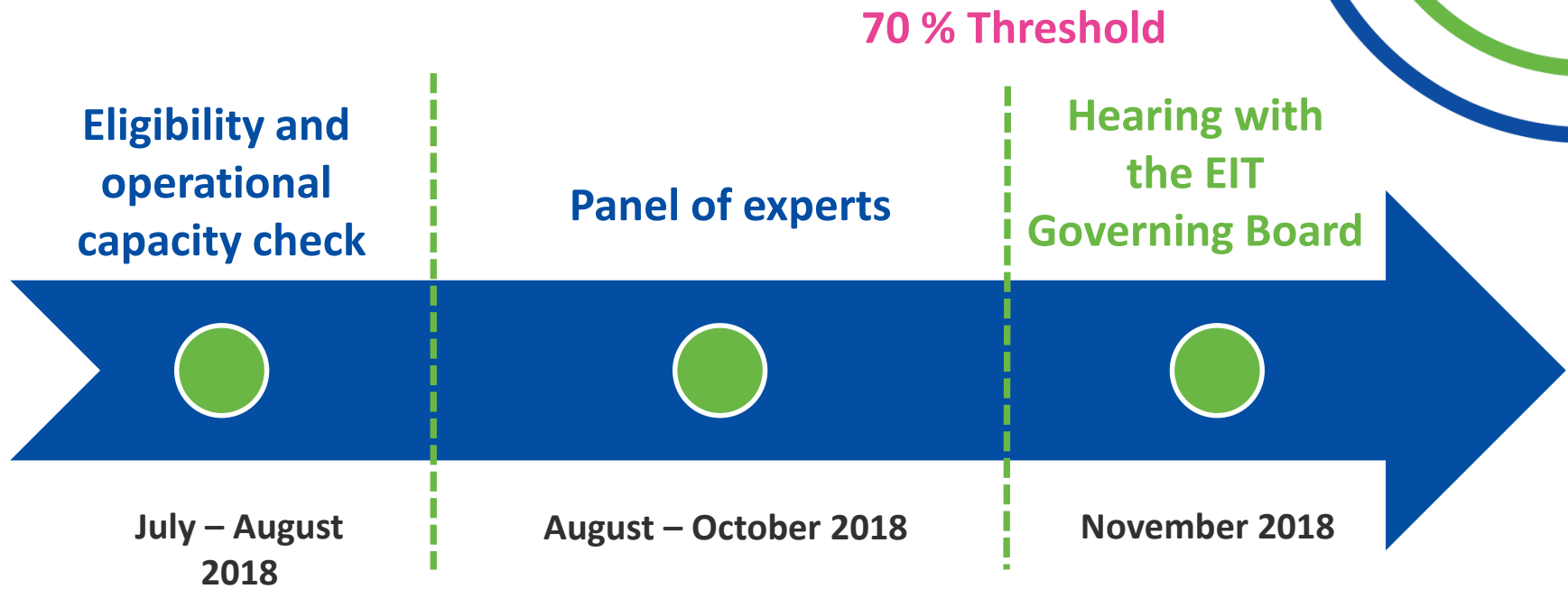# 2018 Call for Proposals– Evaluation Criteria (3)

Operational capacity criteria

1) The **Partnership's Coordinator's familiarity with the Call's theme and experience** of coordinating and/or participating in international projects related to the integration of the three sides of the Knowledge Triangle, as well as familiarity with the European Union's financial procedures;

2) The capability and necessary experience of the key members of the **Interim Management Team** (Chief Executive Officer and Chief Operational Officer).

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Only proposals that pass the operational capacity verification will be evaluated by the external experts.

2018 Call for Proposals– Evaluation Criteria (4)

STRATEGY 40 points max.	OPERATIONS 20 points max.	IMPACT 40 points max.
TOTAL 100 points		
1.1 STRATEGIC APPROACH [15 points max] **1.2 KIC PARTNERSHIP INNOVATION POTENTIAL** [15 points max] **1.3 SYNERGIES** [10 points max]	**2.1 OPERATIONS** [10 points max] **2.2 KIC BUSINESS MODEL AND FINANCIAL PLAN** [10 points max]	**3.1 IMPACT AND KIC SCOREBOARD** [30 points max] **3.2 DISSEMINATION OF RESULTS AND COMMUNICATION** [10 points max]

2018 Call for Proposals – evaluation phases

70 % Threshold

Eligibility and operational capacity check

Panel of experts

Hearing with the EIT Governing Board

July – August 2018

August – October 2018

November 2018

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Evaluation Criteria for 2018 Call for Proposals: published on 3 July 2017: https://eit.europa.eu/sites/default/files/evaluation_criteria_call_for_kics_2018.pdf

2018 Call for Proposals – Hearings with the EIT Governing Board

Governing Board Hearing Criteria:

- **Strategy** - adaptability and suitability of the KIC model for the proposed strategic approach by the applicant and potential contribution to the EIT's strategic objectives;

- **Operations** – feasibility of the proposed operational model and its financial sustainability, taking into account lessons learnt from current KICs, suitability of the interim management team;

- **Impact** – consistency of the applicant's KIC model, its potential and feasibility to achieve a significant and sustainable systemic impact in line with the EIT's overall objectives;

    10 points for each criteria - total of 30 points.

The proposal with the highest number of points (out of 130) will be designated.

One EIT Innovation Community designated per theme : EIT Food & EIT Manufacturing

2018 Call for Proposals – what happens if you win?

- The EIT awards a **start-up grant** of up to EUR 4 million to each of the two new Innovation Communities to facilitate their:

  - Legal readiness

  - Operational readiness

  - Fostering the EIT brand identity

  - 1st activities

- The modalities of the Start-Up Grant will be communicated to the new Innovation Communities shortly after the designation decision of the EIT Governing Board in November 2018.

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Questions & Answers

Is it possible for one legal entity to act as a partner in two competing consortia? Would such a situation be in compliance with the eligibility criteria of the EIT?

➔ Yes, the same organisation can participate in more than one consortium preparing a proposal.

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In the case of cluster organisations participating as a partner in a KIC, is the signature of the FPA by the cluster organisation and a verified legal connection by the individual members of the cluster an acceptable solution to the EIT?

→ The eligibility criteria, including the ones relating to partners, are presented in the Evaluation Criteria (page 1). A cluster organisation may participate as long as it is a legal entity fulfilling them.

Where can I find more information about the Call?

➔ All information relating to the EIT's 2018 Call for Proposals, including FAQs, is posted on the EIT's website and will include answers to all questions that have been submitted to the EIT.

https://eit.europa.eu/collaborate/2018-call-for-proposals

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Who should I contact if I have any questions?

→ Questions should only be submitted via the Contact Page on the EIT Website: https://eit.europa.eu/contact.

EIT 2018 Call for Proposals
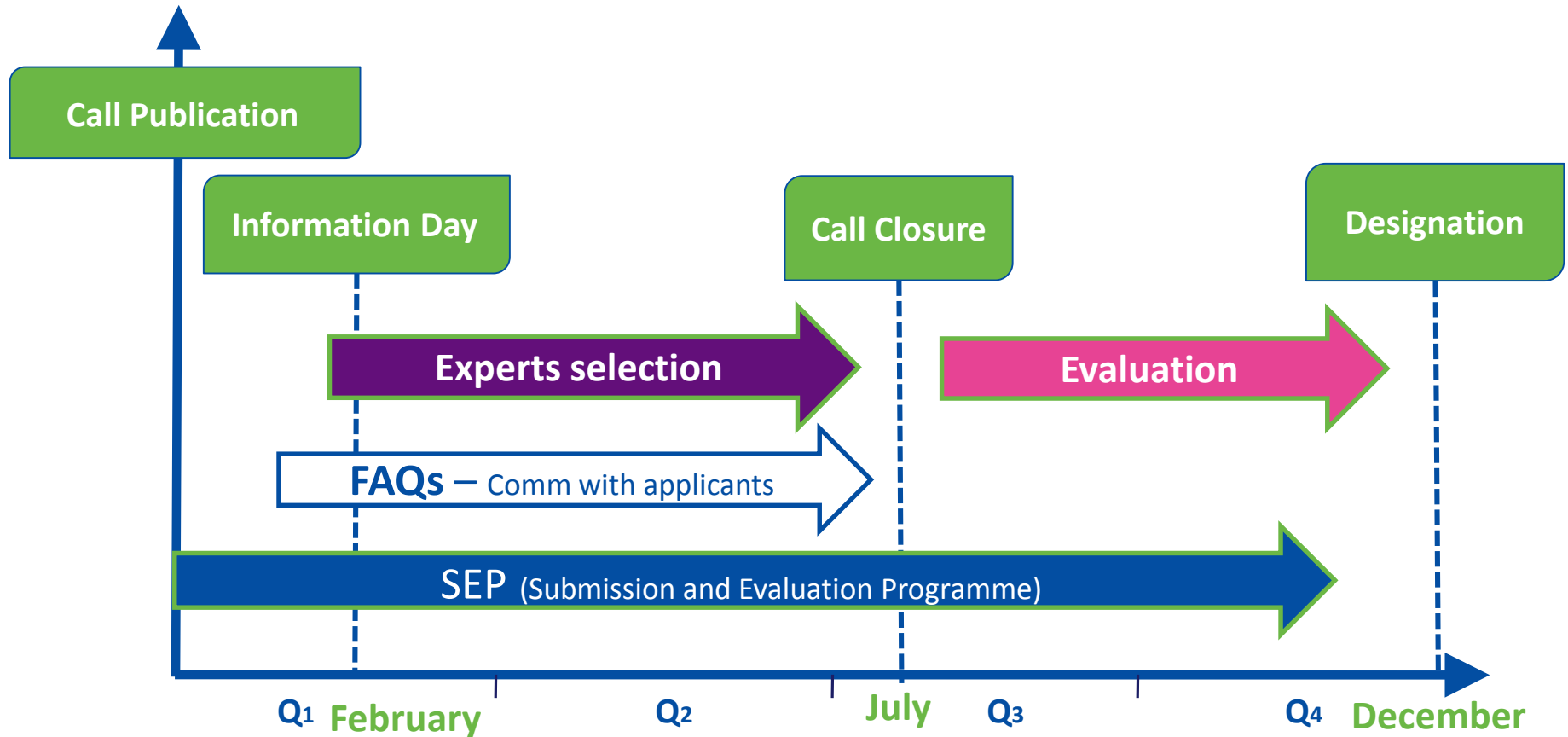
Next Steps

6 September 2017

Key dates for the 2018 Call for KICs

- **November 2017**: Publication of the Framework of Guidance

- **12 January 2018**: Launch of the EIT's 2018 Call for Proposals: EIT Manufacturing and EIT Urban Mobility

- **13 February 2018**: EIT Information Day in Brussels

- **12 July 2018**: Closure of the 2018 Call for Proposals

- **December 2018**: EIT's two new Innovation Communities selected: EIT Manufacturing and EIT Urban Mobility

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EIT's 2018 Call for Proposals:

Indicative timeline submission & evaluation

Call Publication

Information Day

Call Closure

Designation

Experts selection

Evaluation

FAQs – Comm with applicants

SEP (Submission and Evaluation Programme)

Q1 **February**   Q2   **July**   Q3   Q4 **December**

2018

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Save the date and join us for the **Information Day** on the EIT's 2018 Call for Proposals
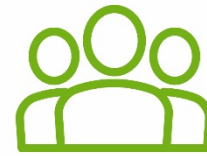
13 February 2018 – Brussels

- All elements of the 2018 Call presented
- Meet potential applicants

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Innovate with us!

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