



# Commercialisation & Financial Sustainability

Innovation, Education and RIS Main Call for  
proposals

[eitmanufacturing.eu](http://eitmanufacturing.eu)



Co-funded by the  
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# CfP 2025 – Financial Sustainability

What is common to Innovation, Education and RIS

- ✓ Signature of Services Agreement before the project start
- ✓ Dedicated EITM project manager to support consortium during project
- ✓ Revenue sharing at beginning of commercialization, to be paid in Q1 of following year with documented evidence of sales

# CfP 2025 – Financial Sustainability

What is different between Innovation, Education and RIS

- Nature of the services partly different between Innovation and Education
- Possibility to provide equity in startup as alternative to revenue sharing for Innovation and RIS Calls for Proposals
- For Innovation and RIS, fixed fee to be paid at the end of project period
- For Education, Digital Content Agreement complements service agreement and revenue sharing depends on who sells the training (EITM or Business Owner)
- Duration of revenue sharing : min 2 years for Education, 5 years for Innovation

# Innovation and RIS - Financial Sustainability



Aims at increasing **commercialization prospects for innovation** during and after the conclusion of the activities and funding



Based on fixed fee (50K€) for support during project and then **sales** of the funded innovation (revenue sharing  $\geq 5\%$ )



All selected activities should sign the **Service Agreement** before their start.



Possibility to provide **equity in startup** as alternative to cash based revenue sharing (subject to validation by EITM)



Services : introductions to potential customers and business partners, dissemination of innovation, training & coaching etc.

# Education - Financial Sustainability



Aims at ensuring the **roll out of the learning programmes** after the conclusion of the activities and funding



Based on the **sales and delivery** of the learning programmes



All selected activities should sign the **Services Agreement** before their start.



**Digital content** distributed & commercialized through **EITM platform** (ruled by Digital Content Agreement)



Synchronous or hybrid training marketed and **commercialized by the BO and EIT Manufacturing**

# Education - Financial Sustainability

The **Business owner(s)** commits to:

- ✓ Delivering the learning programme(s) **at least four (4) times per year** for a **minimum of two (2) years** after the activity concludes.
- ✓ Marketing, commercializing, and delivering at **least two (2)** such sessions each year.

Revenue distribution depends on who's the seller of the training

- ✓ If **EIT Manufacturing** sells the learning program, it will retain **50% of the revenues**
- ✓ If the **Business Owner(s)** sell(s) the learning program, they must allocate a **minimum of 20% of the revenues** to EIT Manufacturing

# Time for Q&A



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