

Call Guidelines

Business Plan 2023 – 2025

EIT Manufacturing
Permanently Open Call for proposals for financial
support to start-ups:

Accelerate

EIT Manufacturing
Paris | 2024

eitmanufacturing.eu



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Disclaimer: This document provides the applicants with detailed information on the EIT Manufacturing call Accelerate of the EIT Manufacturing Business Plan 2023-2025. The information given is subject to revision, according to new potential rules or requirements provided by EIT and/or by the EC (European Commission). **Note:** for additional details please refer to the other sections of this document.

1. Call Summary

Call for proposals Main Features	
Dates	<p>Call opening: May 27th, 2024</p> <p>Cut-off dates:</p> <p>1st Cut-off date: July 27th, 2024, 17:00 CEST</p> <ul style="list-style-type: none"> - Eligibility and admissibility check: August 2024 - Evaluation of proposals: August 2024 - Communication of results: September 2024 - Due Diligence: August - September 2024 - Communication of results: September-November 2024 - Stand-still period: October- November 2024 - Contracting: November – December 2024 <p>2nd Cut-off date: September 10th, 2024, 17:00 CEST</p> <ul style="list-style-type: none"> - Eligibility and admissibility check: September 2024 - Evaluation of proposals: September 2024 - Communication of results: September 2024 - Due Diligence: September – October 2024 - Communication of results: November 2024 - Stand-still period: November – December 2024 - Contracting: December 2024 – January 2025 <p>3rd Cut-off date: October 18th, 2024, 17:00 CEST</p> <ul style="list-style-type: none"> - Eligibility and admissibility check: October 2024 - Evaluation of proposals: October 2024 - Communication of results: October 2024 - Due Diligence: October - December 2024 - Communication of results: November 2024 - January 2025 - Stand-still period: January 2025 - Contracting: February 2025 <p>4th Cut-off date: December 16th, 2024, 17:00 CEST</p> <ul style="list-style-type: none"> - Eligibility and admissibility check: December 2024 - Evaluation of proposals: December 2024 - January 2025 - Communication of results: January 2025 - Due Diligence: January - March 2025 - Communication of results: March - April 2025 - Stand-still period: April 2025 - Contracting: May 2025 <p>Important: In case of allocating the full available budget to applicants in the 1st, 2nd or 3rd cut-off date, EIT Manufacturing reserves the right to close the call and not provide funding in the rest of the cut-off dates.</p>
Introduction	<p>The EIT Manufacturing Accelerate programme has a primary objective to support, scale and accelerate industry start-ups and scale-ups into impactful players in the European manufacturing ecosystem. Accelerate programme supports and grants financing to start-ups and scale-ups with innovative solutions and technologies, that address critical challenges in the</p>

	<p>manufacturing sector, and are helping the European manufacturing sector to become more efficient, resilient, green, and globally competitive.</p> <p>EIT Manufacturing aims to build European industry start-ups that show high growth and impact and addresses all range of technologies and business models, incremental improvement, and disruption. Furthermore, EIT Manufacturing encourages inclusive and gender-balanced teams to apply for this funding.</p>
The total budget allocated to this call	8,800,000.00 EUR
Link to the submission portal	The Application Form is available on the submission platform here .
List of documents to be submitted	The list of documents to be submitted can be found on the Call website here .
List of documents to take into consideration	<ul style="list-style-type: none"> • Call Guidelines • EIT Manufacturing Strategic Agenda • Eligibility of expenditure • Appeal procedure • Horizon Europe (Model) Grant Agreement (specifically, Articles, 6.2 D.1 16 and 17) • Declaration of Honour • Financial Support Agreement • Due Diligence checklist • Investor Deck - required information
Evaluation criteria	<p>Evaluation stages:</p> <p>For the First evaluation:</p> <ul style="list-style-type: none"> • Excellence (Sub criteria: Solution and technology) • Implementation (Sub criteria: Growth plan and business model and Team structure) • Impact (Sub criteria: Potential impact on manufacturing sector) • Strategic fit (Sub criteria: Traction and references) <p>For the Investment Committee evaluation:</p> <ul style="list-style-type: none"> • Strategic fit (Sub criteria: Alignment with EIT Manufacturing vision and flagships) • Excellence • Impact • Implementation (Sub criteria: Business plan and Team) <p>For the final selection:</p> <ul style="list-style-type: none"> • Strategic fit • Portfolio fit

2. General conditions

Proposals submitted to this Call must support EIT Manufacturing mission and directly contribute to tackling our strategic objectives. Proposals need to demonstrate how the proposal will actively contribute to the Strategic Agenda 2021-2027.

2.1 EIT Manufacturing mission and strategic objectives

The mission of EIT Manufacturing is to empower its partners and stakeholders to fundamentally transform manufacturing through the adoption of technology. EIT Manufacturing will boost manufacturing innovation in Europe by connecting people with skills, technologies with markets, and innovators with investors. EIT Manufacturing aims to overcome network fragmentation and bring stakeholders together, leveraging knowledge to create value, and implementing agile mechanisms to accelerate innovation.

EIT Manufacturing's strategic objectives (SOs), as set out in the Strategic Agenda 2021-2027, steer our activities and ambitions, and respond to major challenges shared by the manufacturing industry and society.

- Put people at the centre of manufacturing.
- Accelerate green manufacturing.
- Foster sovereignty and competitiveness.

The primary objectives of the EIT Manufacturing in 2023-2025 are to support, scale, and accelerate innovative ventures and small businesses into impactful technology suppliers. In this context, we will foster activities supporting the growth of scale-ups and start-ups, taking them beyond the regional and national borders of the European ecosystems. This will be accomplished by Access-to-Market and Access-to-Finance support services.

The EIT Manufacturing Accelerate programme has a primary objective to support, scale and accelerate industry start-ups into impactful players in the European manufacturing ecosystem. Accelerate programme supports and grants financing to start-ups and scale-ups with innovative solutions and technologies, which address critical challenges in the manufacturing sector, and are helping the European manufacturing sector to become more efficient, resilient, green, and globally competitive. EIT Manufacturing aims to build European industry start-ups that demonstrate high growth and high impact.

Key Performance Indicators (KPIs)

This call will contribute to the EITHE03.1 – KIC Supported Start-ups/Scale-ups and EITHE06.1 – Investment attracted by KIC-Supported start-ups and scale-ups. In case these KPIs are met in RIS countries, the corresponding RIS KPIs will be counted as well (EITHE03.2-EITRIS and EITHE06.2-EITRIS).

EIT Manufacturing encourages inclusive and gender-balanced teams to apply for this funding. By fostering an inclusive environment, we believe that diverse perspectives lead to innovative solutions and stronger collaborations.

3. Call specific conditions

3.1 Call thematic and applicant's profile

3.1.1 Purpose, thematic areas, and priorities

EIT Manufacturing accelerates start-ups and scale-ups that address critical challenges in manufacturing sector, building European high growth industrial scale-ups. The goal of the Accelerate Call is to support growth in start-ups and scale-ups that offer innovative technologies, strong business models, and societal impact. Tailored internationalisation and financing support services are provided to start-ups and scale-ups from across Europe to support their product development and go to market capabilities.

Through the Accelerate Call, EIT Manufacturing aims to tackle critical industrial challenges identified across following thematic areas:

Digitalisation and Automation, Net Zero Industry, Renewable Energy, and Circular Economy.

Including any of the following priority technologies, products and/or solutions: Industrial AI, Robotics, Additive Manufacturing, Advanced Materials, Critical Components, Electronics, Semiconductors, Photonics, Quantum Computing, Renewables, Energy Storage, Carbon Capture.

3.1.2 Applicants profile

The **Accelerate Call** is open to start-ups and scale-ups with the following characteristics:

- developing new products/services/solutions for manufacturing customers, and have a business-to-business (B2B) business model;
- have a solution at Technology Readiness Level (TRL) 6 or higher;
- currently fundraising or preferably already in an ongoing funding round;
- have an innovative product/service contributing to at least one of the EIT Manufacturing Strategic Objectives, thematic areas, and priority technologies, products and/or solutions (see above);
- have relevant business and technical expertise available in the team.
- demonstrating sound business planning

This Call for Proposals is open to private businesses (legal entities) with at least 2 team members and with headquarters in any Member State (MS) of the European Union (EU), and in any country associated with Horizon Europe programme.

Applicants that embrace gender equality and diversity are encouraged to participate in this Call, and this will be taken into consideration in the evaluation of proposals.

Applicants that have participated and successfully completed EIT Manufacturing's Venture Building 2024 program and meet the general proposal criteria are eligible for the Simplified evaluation procedure to this Call (details are in section 4.3.1).

Applicants that have signed Simple Agreement for Future Equity (SAFE) or other investment agreement with EIT Manufacturing's and have achieved extraordinary results are eligible for the Simplified evaluation to this Call (details are in section 4.3.2).

Each applicant can submit only one proposal for this Accelerate Call for all cut-off dates. Due to the specifics of this Call, the fundamentals for the companies applying to the Call are not expected to change in a short timeframe, therefore resubmissions are not allowed.

3.2 Budget and funding

The total maximum EIT funding allocated to this call is 8,800,000 EUR. The available financial support (also known as "sub-grant") is starting from 50,000 EUR and can be up to 500,000 EUR per company to pursue activities which are in line with the overall EIT Manufacturing Strategic Objectives.

The funding from this Call should be used solely for activities related to product or solution development and/or activities related to commercialisation of innovative solutions or products.

The applicant will propose the exact amount of funding together with the project plan, budget, and the Investment terms, and will address the recommendations from the Investment Committee, if any. The final amount is approved by the Investment Committee at the Final decision evaluation phase.

The costs of the project' budget should be planned according to the document *Eligibility of Expenditure* and the Horizon Europe Model Grant Agreement, Article 6.2 D.1, which are published on the Call webpage.

3.3 Mandatory deliverables

Start-up should focus on providing deliverables and outputs linked to the activity plan proposed in the Subgrant Agreement. The minimum core deliverables expected from a project are shown in the table below. This provides the list of mandatory deliverables to be submitted during the project implementation. Minor additional deliverables may be needed, depending on the product/service/solution.

Mandatory Deliverables	Description	Due date
Final and Financial Reporting	Project activities and Cost Reporting for Subgrantees	Final month of the project

Important: all project deliverables and outputs must be achieved within the project duration that can be maximum 12 months, but all activities should be finalised by 31st of December 2025. The templates for the Project activities and budget, investment terms, reporting, and deliverables are provided by EIT Manufacturing.

3.4 Payment scheme

EIT Manufacturing will transfer funding in instalments. A proportion of the project budget will be prefinanced. The last instalment will be transferred at the end of the project activity, once eligible costs have been determined and following the completion of the final activity monitoring assessment and the fulfilment of all obligations specified in the Financial Support Agreement:

- First instalment, corresponding to 80% of annual EIT funding; and
- Last payment corresponding to the 20% of annual EIT funding.

Funding will be allocated to successful applicants provided that the relevant (Model) Grant Agreement between EIT Manufacturing and EIT is in place.

Prior to the payment, the cumulative funding received by an individual entity in the Business Plan 2023- 2025 for all the EIT Manufacturing projects they participate in will be checked.

If an entity reaches a cumulative EIT funding of 430,000 EUR, a Certified Financial Statement (CFS) audit will be requested prior to the payment. The CFS audit will be performed by an external auditor. EIT Manufacturing will provide the reference of the appointed auditor.

3.5 Financial sustainability – Services Agreement

Start-ups selected to receive financial support (as “sub-grantees”) will contribute to EIT Manufacturing’s financial sustainability by offering EIT Manufacturing a mechanism to take equity in the start-up. This will allow the company to comply with the financial sustainability goals requirements of EIT Manufacturing and to participate in the largest European initiative transforming the manufacturing sector, of which EIT Manufacturing is the leading actor.

In this regard, the company will benefit from access to regional ecosystems, infrastructure, and support to drive growth and internationalisation. This financial support call includes mentoring and hands-on support to scale your company with increased visibility and access to top-tier events. Also, this financial support call includes Simplified evaluation introduction to the largest pan-European manufacturing network including corporates, Small Medium Enterprises, universities and research organisations, and other sister European organisation such as the EIB (European Investment Bank), the EIC (European Innovation Council) and the EIF (European Investment Fund). Finally, this financial support call includes access to exclusive funding opportunities to scale sustainable through innovation projects and follow-on financial support opportunities.

These are the requirements that companies must fulfil in order to be granted financial support:

- Conclude the Financial Support Agreement.
- Agree to the proposed EIT Manufacturing's Financial Sustainability Mechanisms and conclude the relevant agreements to this effect related to Future Equity or a Share transfer and any other related agreements (ex. Term Sheet, Services Agreement, Simple Agreement for Future Equity and/or similar).

To ensure continued support to the applicant in their effort to commercialise the outputs of their funded activities, EIT Manufacturing has set up a Services Agreement

framework. This framework will also allow EIT Manufacturing to gradually become financially independent from EIT funding and secure its ability to continue supporting European manufacturing organisations in the long term, with the goal to bring innovation to the European market, reinforce competitiveness, create jobs, and develop the appropriate skills for students and professionals.

Description of services

The Services Agreement describes a list of services which will be provided to the applicant for a period between 2 and 24 months. Some or all of the following services are to be rendered by EIT Manufacturing and/or connected entities based on the needs and prior agreement with the applicant:

- Lead generation and access to market support
- Support in investor search for next investment round
- Investment readiness support
- Support in strengthening the sales pitch and go-to-market strategy
- Post-investment support
- Management support
- Access to EITM platforms and events
- Business acceleration support through Venture Building programme focused on mentoring and workshops on Market and Investment Readiness.
- Access to talent and experts

Payment conditions

The payment scheme and duration of the Services Agreement are as follows:

1. The Services value and fees amount will be up to 500,000.00 EUR and equal to the financing amount received in this Call.
2. The applicant shall pay the Service fees with an equity shares agreement and shall contribute to the financial sustainability requirement by offering equity.
3. The fees will be paid by the granting of an option allowing to subscribe for new shares of the Company and therefore the Parties will undertake to sign the Simple Agreement for Future Equity (SAFE) or other equity shares agreement that is appropriate according to the national jurisdiction of the applicant.
4. The details of the investment terms will be proposed by the applicant to the Investment Committee and approved or rejected in the Final Decision phase.

3.6 Reporting and monitoring

Reporting periods and technical reporting follow the rules and procedures established in the *EIT Manufacturing Monitoring guide* with a focus on the successful completion and approval of the mandatory deliverables.

If a mandatory deliverable is declared incomplete or needs to be improved, it will be rejected by EIT Manufacturing. The start-up will have to complete/improve the mandatory deliverable later and resubmit it for its approval and subsequent payment.

If the rejection of the mandatory deliverable is confirmed, the total project budget (or the percentage) linked to it is not paid/recovered.

Furthermore, EIT Manufacturing will monitor all activities up to 5 years after activity completion to track long-term impact and the status of commercialisation and to ensure the achievement of KPIs (Key Performance Indicators) after the activity end.

The successful execution and completion of the activities financed under the framework of the Accelerate call may unlock the possibility to receive additional funding via the Simplified evaluation process. Only projects assessed as “green” according to the “Activities Monitoring Process Guidelines” and that have achieved the submitted business plan and sales revenues in their proposal to this Call may be eligible for a Simplified evaluation opportunity via a subsequent dedicated call or direct award.

4. Proposal preparation and submission

4.1 Guidance and support on proposal preparation

To guarantee the maximum support from EIT Manufacturing to applicants, two different support offers will be provided during the proposal preparation process: the call information sessions and the EIT Manufacturing call contact points.

CALL INFORMATION SESSIONS

The EIT Manufacturing will carry out a series of information sessions before and after the publication of the call to ensure open, free, and fair access to the wider manufacturing community. The tentative dates and times are provided in the table below.

- Online Info session: 28 May 2024, 11:00 am CEST
- Online Info session: 3 June 2024, 11:00 am CEST
- Online Info session: 18 June 2024 (tbc)
- Online Info session: 25 June 2024 (tbc)

- Online Info session: 16 July 2024 (tbc)

CALL CONTACT EMAIL

All applicants may contact EIT Manufacturing to ask questions and clarify any points on general or technical procedures and call content by sending an email message to investments@eitmanufacturing.eu.

With a view to equal treatment, EIT Manufacturing staff cannot give prior opinion on the admissibility, eligibility, quality, or any other relevant element of a specific proposal. Applicants are strongly discouraged from approaching any member of the Investment Committee to seek for specific advice or support regarding their application.

4.2 General Submission

All proposals and supporting documents and material must be submitted in English using the Submission Management Platform “Submittable” – the [link](#) to the application form is also accessible on the [Call website](#) – no paper submissions will be considered.

Applicants’ representatives must register and validate the account if this is the first time accessing the platform. If the applicant’s representative has already created an account, the representative can proceed to log in. Once logged in, start a new application. During the application, all compulsory fields must be filled in. The official language of the call is English (i.e., all submission material must be submitted in English).

Applicants are invited to send their proposals at any time and before any of these cut-off dates:

Cut-off	Dates
First cut-off date	<i>July 27th, 2024</i>
Second cut-off date	<i>September 10th, 2024</i>
Third cut-off date	<i>October 18th, 2024</i>
Fourth cut-off date	<i>December 16th, 2024</i>

The following documentation must be submitted by the applicants through the submission platform and **within the call cut-off dates**:

- Application form, with all mandatory fields properly filled in;
- Investor deck, with required information provided;¹

NOTE: Only proposals submitted through the online link (as noted above) before the deadline will be accepted and considered. The organizers reserve the right to extend the submission deadline; any extension of the deadline will be communicated to the public on the Call website.

Each applicant can submit only one proposal for this Accelerate Call for all cut-off dates.

New submissions from applicants that were rejected in the evaluation in the Accelerate 2023 Call will not be accepted for any cut-off date within this Call. Applications from legal entities where SME or/and large enterprise hold more than 51% of the shares, will be considered ineligible for this call.

An indicative timeline is outlined in the table below. Please note that this calendar is indicative. The dates might be subject to slight changes.

Dates	<p>Call opening: May 27th, 2024</p> <p>Cut-off dates:</p> <p>1st Cut-off date: July 27th, 2024, 17:00 CEST</p> <ul style="list-style-type: none"> - Eligibility and admissibility check: August 2024 - Evaluation of proposals: August 2024 - Communication of results: September 2024 - Due Diligence: August - September 2024 - Communication of results: September-November 2024 - Stand-still period: October - November 2024 - Contracting: November – December 2024 <p>2nd Cut-off date: September 10th, 2024, 17:00 CEST</p> <ul style="list-style-type: none"> - Eligibility and admissibility check: September 2024 - Evaluation of proposals: September 2024 - Communication of results: September 2024 - Due Diligence: September – October 2024 - Communication of results: November 2024 - Stand-still period: November – December 2024 - Contracting: December 2024 – January 2025 <p>3rd Cut-off date: October 18th, 2024, 17:00 CEST</p> <ul style="list-style-type: none"> - Eligibility and admissibility check: October 2024 - Evaluation of proposals: October 2024
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¹ Please check the Investor Deck - required information for detailed information on the mandatory elements in the list of important documents published on the Call webpage.

	<ul style="list-style-type: none"> - Communication of results: October 2024 - Due Diligence: October - December 2024 - Communication of results: November 2024 - January 2025 - Stand-still period: January 2025 - Contracting: February 2025 4th Cut-off date: December 16th, 2024, 17:00 CEST - Eligibility and admissibility check: December 2024 - Evaluation of proposals: December 2024 - January 2025 - Communication of results: January 2025 - Due Diligence: January - March 2025 - Communication of results: March - April 2025 - Stand-still period: April 2025 - Contracting: May 2025 <p>Important: In case of allocating the budget to applicants in the 1st, 2nd or 3rd cut-off date, EIT Manufacturing reserves the right to close the call and do not provide funding in the rest of the cut-off dates.</p>
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4.3 The Simplified evaluation procedure

The Simplified evaluation procedure is set to provide a simplified procedure for early-stage start-ups and start-ups that have received funding from EIT Manufacturing and achieved extraordinary results to access the funding through Accelerate Call and the growth package of support services.

4.3.1 Simplified evaluation for start-ups from the Venture Building Programme 2024

The Venture Building Programme is an important initiative led by EIT Manufacturing to validate and support early-stage industrial B2B start-ups with innovative technologies. The programme focuses on start-ups addressing the same Strategic Objectives and priority technologies, products and solutions as in this Call. The Accelerate Call offers a Simplified evaluation procedure (the “Simplified evaluation”) for start-ups that have successfully graduated the EIT Manufacturing’s Venture Building programme 2024. The objective of the Simplified evaluation is to launch the next generation of European high-growth industrial businesses and address the needs of young entrepreneurial teams, academic spinoffs, and early-stage start-ups (established after January 1st, 2021).

The Simplified evaluation is to provide a simplified procedure for early-stage start-ups to access the funding through Accelerate Call and the growth package of support services.

Eligible applicants for Simplified evaluation will go through the evaluation and selection process as described in section 5, without the requirement to go through the Due Diligence process and interviews, as the applicants have already received support and go through due diligence within the Venture Building programme 2024.

4.3.2 Simplified evaluation for start-ups that have signed SAFE or investment agreement with EIT Manufacturing

The Simplified evaluation is to provide a simplified procedure for follow-on funding to start-ups that have achieved extraordinary results and need further support to scale, thus, to enable access to the funding through Accelerate Call and the growth package of support services.

Eligible applicants for Simplified evaluation will go through the evaluation and selection process as described in section 5, without the requirement to go through the Due Diligence process and interviews. Also, to avoid conflict of interest the evaluation will be fully conducted by external evaluators.

The applicants for this Simplified evaluation will need to submit proof of investment in a form of a signed investment contracts.

5. Proposal evaluation and selection process

5.1 Eligibility and admissibility check

A submission will be considered admissible if:

Completeness check for applicants	The submission is completed, submitted in time, and via the submission tool Submittable, in English, with all its mandatory sections and compulsory documents included (application form, investor deck).
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<p>Completeness check for Simplified evaluation procedure</p>	<p>The submission is completed, submitted in time, and via the submission tool Submittable, in English, with all its mandatory sections and compulsory documents included (application form, investor deck). Only for start-ups with signed SAFE or investment agreement with EIT Manufacturing:</p> <ul style="list-style-type: none"> - Annual Financial statements for 2022 and 2023; and - Investment contracts from 2022 or 2023 as a proof of investment raised.
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If any of the required information is missing in the Investor Deck the applicants will be required to provide them within 3 calendar days from the notification from EIT Manufacturing. Only admissible submissions will be considered for the evaluation.

Admissible submissions will be considered eligible if:

<p>Applicant profile – Eligibility criteria</p>	<p>The applicant’s profile is in line with the requirements presented under section 3.1.2 “Applicants profile.” Specifically:</p> <ol style="list-style-type: none"> 1. The applicant is a for-profit private business established in: The Member States of the European Union; and/or the countries associated with Horizon Europe. 2. The applicant team has at least 2 members. 3. The applicant’s solution has Technology Readiness Level (TRL) 6 or higher. 4. The applicant is serving manufacturing SMEs or large enterprises as a customer, has a business-to-business (B2B) business model. 5. The applicant’s solution contributes towards at least one of the Strategic Objectives as presented under section 2.1. 6. The applicant’s solution contributes towards at least one of the thematic areas as presented under section 3.1.1.
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	<ol style="list-style-type: none"> 7. The applicant’s solution contributes towards at least one of the priority technologies, products and solutions as presented under section 3.1.1. 8. The applicant has not been rejected in evaluation in Accelerate 2023 Call. 9. The applicant has not submitted a proposal in previous cut-off dates of this Call. 10. The applicant is not a corporate spin out with SME and/or large enterprise that hold/own more than 51% shares.
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<p>Simplified evaluation procedure applicant profile – Eligibility criteria</p>	<p>The applicant’s profile suitable for the Simplified evaluation must comply with all the above eligibility criteria and the following additional criteria:</p> <ol style="list-style-type: none"> 1. The applicant’s profile for the Simplified evaluation procedure is in line with the requirements presented under section 3.1.2 “Applicants profile.” All applicants for Simplified evaluation procedure need to fulfil the above-mentioned eligibility criteria for all applicants for this Call for Proposals. 2. The applicant has participated in the EIT Manufacturing Venture Building Programme 2024. and/or 3. The applicant has already signed a SAFE or other investment agreement with EIT Manufacturing and has raised at least 2 million EUR from recognised venture capital investors after 1st of January 2023.
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Proposals containing one or more inadmissible or ineligible elements will receive an official communication from EIT Manufacturing setting out the outcome of the eligibility and admissibility check and explaining why the proposal failed to meet the criteria.

The applicant deemed ineligible who disputes the ineligibility decision may appeal. This appeal must be made within 5 calendar days from the official EIT Manufacturing notification of ineligibility (see section 5.4 of this document and the document Appeal procedure linked to the call and available from the Call website).

5.2 Evaluation of proposals

All evaluation stages will be integrated by different groups of criteria and sub-criteria which will be assessed according to the following scores:

Score	Description
1	<i>Extremely poor or None</i> The information provided is considered irrelevant or inadequate compared to the specific call provisions
2	<i>Below average</i> The information provided lacks relevant quality and contains significant weaknesses, compared to the specific call provisions
3	<i>Average</i> The overall information provided is adequate, however, some aspects are unclearly or insufficiently detailed, compared to the specific call provisions
4	<i>Good</i> The information provided is adequate with sufficiently outlined details, compared to the specific call provisions
5	<i>Excellent</i> The information provided is outstanding in its details, clarity, and coherence, compared to the specific call provisions

The scores shall be given at the criteria level and then summed together to come with a final score.

First evaluation

Two Evaluators (one Internal Evaluator from EIT Manufacturing Investment team and one External Expert Evaluator) will evaluate each proposal that successfully passes the eligibility and admissibility check. They will assess the Excellence, Implementation, Impact and Strategic fit, and the sub criteria listed in the table below. The proposals are evaluated and scored against the criteria listed below:

Evaluation criteria	Excellence	Implementation	Impact	Strategic fit	TOT
	Solution and Technology The proposal presents an innovative technology-based solution with the potential of the solution to improve manufacturing. Innovativeness / overall grade of novelty of the product / service USP – Unique Selling Proposition & market advantage.	Growth plan and Business Model The solution is scalable. Clear overview of market trends, attractiveness. Realistic calculation of market size, revenue model, pricing strategy. Plausible go-to-market strategy. Ambitious but realistic growth objectives. Team structure The team/founders have the expertise and entrepreneurial drive. Technical and business-oriented co-founders, strengths, and complementary skills of the management team.	Potential impact on manufacturing sector The start-up creates and has the potential for creating a significant positive impact for the manufacturing sector. Improving efficiency or environmental performance of manufacturing systems. Enabling new market opportunities for European manufacturers.	Traction and Reference The start-up has validated the solution and proven the technology. Customer references from manufacturing companies validating the benefits of the solution. The solution has	

		Gender equality and balance and diversity in management will be evaluated positively.		a product-market fit.	
Score	1 to 5	1 to 5	1 to 5	1 to 5	up to 20
Threshold	3/5	3/5	3/5	3/5	12/20

Thresholds apply to individual criteria and the total score. The maximum score for a proposal is 20. The default threshold for individual criteria is 3 and the default overall threshold is 12.

The final scoring from the External Expert Evaluator will have a total weight of 60%, and the final scoring from the Internal Evaluator will have weight of 40% in the total score.

Note: In case of evaluation of proposals submitted by applicants with signed SAFE or investment agreements with EITM, the final scoring will be done by two External Expert Evaluators each with same weight in the total score.

Once the evaluators have concluded their assessment a Consensus Meeting is organised and a ranking list with recommendations is produced, together with a Summary Evaluation Report. Only proposals with a total score equal or over 15 points (threshold) can be considered for the next steps, by being invited to the Due Diligence process conducted by EIT Manufacturing Investment team.

The EIT Manufacturing Investment team will request from the applicants, except the eligible applicants for the Simplified evaluation, supporting business, financial and legal documentation to the investor deck that should be provided by the applicants within 15 calendar days. The tentative list of documents reviewed in the Due Diligence is provided in the Due Diligence checklist on the Call webpage. The EIT Manufacturing Investment team will invite the applicants, except the eligible applicants for the Simplified evaluation, for an interview during the Due Diligence process in order to clarify any open questions. Based on the provided documents the EIT Manufacturing team will produce a Due Diligence Report and provide it to the Investment Committee.

Investment Committee evaluation

The Investment Committee is composed of three (3) External Expert Evaluators and two (2) Internal Evaluators from EIT Manufacturing Investment team.

Note: In case of evaluation of proposals submitted by applicants with signed SAFE or investment agreements with EIT Manufacturing in the Simplified evaluation

procedure, the evaluation will be done only by the three (3) External Expert Evaluators.

The Investment Committee will invite the applicants that finished the Due Diligence process, and the eligible applicants for the Simplified evaluation, to an online live pitch at the Investment Committee session. The Investment Committee will review the Summary Evaluation Report and Due Diligence Report prior to the Investment Committee session and will assess the projects' alignment with EIT Manufacturing vision and flagships, as well as the Excellence, Impact and the Implementation of the projects, and the Strategic fit, and the sub criteria listed in the table below. The Investment Committee will evaluate and score the proposal against the criteria listed below:

Evaluation criteria	Excellence	Implementation	Impact	Strategic fit	TOT
	<p>The proposal presents an innovative technology-based solution with clear IP strategy and differentiation.</p> <p>The proposal presents a realistic and relevant analysis of market trends, competitors, and opportunities for market introduction.</p> <p>The proposal clearly describes the targeted users or customers of the innovation, how their needs have been addressed, why the users or customers identified want to use the product.</p>	<p>Business plan The proposal demonstrates a clear growth plan with measurable indicators and clear milestones. The proposal sets pertinent and clear milestones for the short and long term (achievable and specific tasks have been defined). The start-up/scale-up has identified all relevant risks and has planned mitigation measures.</p> <p>Team The management team/co-founders have commercial and management experience, including understanding of the financial and organisational requirements for commercial exploitation. The management team/co-founders have complementary skills.</p>	<p>The start-up/scale-up contributes significantly towards positive transformation of the manufacturing sector and has a clear growth plan towards profitability.</p> <p>The start-up/scale-up has a solid potential and strategy to contribute positively to the EIT Manufacturing financial sustainability.</p> <p>The innovation has the potential to scale-up. The scoring will highly reward any documentation underpinned by a convincing business plan with a clear timeline and financial data.</p>	<p>The proposal addresses EIT Manufacturing vision and flagships as well as the long-term portfolio building strategy, with emphasis on sector and geographic diversity.</p>	
Score	1 to 5	1 to 5	1 to 5	1 to 5	up to 20
Threshold	3/5	3/5	3/5	3/5	12/20

Thresholds apply to individual criteria and the total score. The maximum score for a proposal is 20. The default threshold for individual criteria is 3 and the default overall threshold is 12.

At the Investment Committee session, the evaluators will discuss and produce a ranking list with recommendations. Only proposals with a total score equal or over 12 points (threshold) can be considered for the next steps, by being invited to submit final investment terms, detailed project budget and legal framework that will incorporate the Investment Committee recommendations. The final agreements need to be submitted at the email address: investments@eitmanufacturing.eu within 30 days² from the notification date.

Final decision

The Investment Committee will evaluate the submitted final proposals considering the following strategic factors (see table below) and will grant an additional maximum 10 points.

Evaluation criteria	Strategic fit	Portfolio fit	TOT
	The proposal contributes to the EIT Manufacturing Strategic Objectives in Section 2. The proposal is aligned with the call specific requirements as indicated in Section 3. The proposal shows potential to achieve the Call's expected outcomes and impacts as indicated in Section 3.	Business model, cap table, investment plans and term sheet conditions. Financial sustainability model. Cannibalization on existing portfolio (direct competition in the region). Geographical dispersion / balance.	
Score	1 to 5	1 to 5	up to 10
Threshold	3/5	3/5	6/10

Thresholds apply to individual criteria and the total score. The maximum score for a proposal is 10. The default threshold for individual criteria is 3 and the default overall threshold is 6.

Note: In case of evaluation of proposals submitted by applicants with signed SAFE or investment agreements with EIT Manufacturing in the Simplified evaluation procedure, the evaluation will be done only by the three (3) External Expert Evaluators.

In the Final selection the proposals that have more than 6 points will be selected for the monetary grant from 50,000 EUR up to 500,000 EUR.

5.3 Communication of results

Each applicant will receive an email notification or message through the submission platform with the results of the eligibility and admissibility check conducted by EIT

² The Investment Committee keeps the right to extend the deadline.

Manufacturing and the evaluation in each stage. If the applicant does not confirm acknowledgement of the Final decision and approval of funding, it is up to EIT Manufacturing to decide whether to allocate funding to another start-up or scale-up that has applied to this Call.

5.4 Procedure for complaints and appeal

The applicant (the representative of the legal entity or the team) of a rejected proposal who disagree with the decision may request an evaluation review. **Only procedural aspects of an evaluation may be the subject of a request for an evaluation review**, for example, process errors or technical problems. The evaluation of the merits of a proposal shall not be the subject of an evaluation review. In this case, the applicant will have 5 calendar days after receipt of the final evaluation results to submit an appeal to the Evaluation (see document Appeal procedure).

5.5 Selected applicants and follow-up

The selected applicants will receive the following:

- a **“growth package”** of post-investment, Access-to-market and Access-to-finance support services provided by the EIT Manufacturing and/or its partners aimed at supporting their internationalisation strategy and deployment of their innovation (for more details please check chapter 3.5);
- access to EIT Manufacturing's pan-European innovation network and thus enhance their visibility and international publicity through EIT Manufacturing's communication channels; and
- a monetary grant from 50,000 EUR up to 500,000 EUR to implement the planned activities and achieve the milestones in their proposal.

The selected applicants will have to diligently collaborate in the following steps that will be taken after closing the call:

- Providing EIT Manufacturing with required banking and fiscal details.
- Collaborate with the EIT Manufacturing team and partners during the delivery of “growth package” support services.

These are the requirements that companies must fulfil in order to be granted financial support:

- Conclude the Financial Support Agreement.

- Agree to the proposed EIT Manufacturing's Financial Sustainability Mechanisms and conclude the relevant agreements to this effect, related to Future Equity or a Share transfer and any other related agreement to them (ex. Term sheet, Services agreement, Simple Agreement for Future Equity and/or similar).
- Provide regular information and quarterly reports on the business and financial progress, and any relevant legal information.
- EIT Manufacturing will have the right to nominate a board representative.

The information above is provided for information only and does not constitute any kind of commitment on behalf of EIT Manufacturing.

The exact number of start-ups or scale-ups to be selected for funding will depend on the quality of the proposals received.

6. Other terms and Conditions

6.1 Communication, Dissemination, Visibility of funding

Applicants that are awarded funding (financial support to third parties) must promote the funding and its results, by providing targeted information to multiple audiences (including the media and the public) strategically and effectively. Communication activities related to the funding (including media interviews, press statements, presentations, etc., in electronic form, via traditional or social media, etc.), must acknowledge EU support and display the EIT Manufacturing logo (emblem) and text. The emblem must remain distinct and separate and cannot be modified by adding other visual marks, brands, or text. Apart from the emblem, no other visual identity or logo may be used to highlight the EIT Manufacturing support. When displayed in association with other logos (e.g., sponsors), the emblem must be displayed at least as prominently and visibly as the other logos.

For the purposes of these obligations, the applicants that have been awarded funding may use the emblem without first obtaining approval from EIT Manufacturing. This does not, however, give them the right to exclusive use. Moreover, they may not appropriate the emblem or any similar trademark or logo, either by registration or by any other means. Any communication or dissemination activity related to the funding must use factually accurate information.

The EIT Manufacturing may use, for their communication and publicising activities, information relating to the funding, as well as photos or audio-visual material that they receive from the applicants (including in electronic form), and photos and videos taken either in preparation for the dedicated EIT Manufacturing event or during the dedicated EIT Manufacturing event. The EIT Manufacturing will publish the name of both the shortlisted/s and the selected applicants, their origin, the amount of the funding, and their nature and purpose.

6.2 Intellectual Property Rights

Applicants retain full and exclusive ownership of their prior information and intellectual property rights. By submitting their proposals, applicants affirm that they hold ownership or have legally secured the right to use all elements of the innovative product or service.

Applicants agree to indemnify and hold harmless EIT Manufacturing and/or any assignee or affiliate from any third-party allegations or claims of intellectual property rights infringement by the product or service of applicants. Applicants shall have the right to further develop, use and license their intellectual property rights for creating, making, marketing, and distributing products, services, and technology. Applicants agree to respect the IPR (Intellectual Property Rights) Rules (Article 16 of the Model Grant Agreement). Applicants also agree to respect the [EIT Manufacturing IP Policy](#).

6.3 Right to activate audits

EIT Manufacturing retains the right to activate an audit on Accelerate Call applicants that have been awarded funding, in case of alerts and/or to confirm governance and proper usage of the financial support.

EIT Manufacturing keeps the right to request any data related to the Accelerate Call applicants that have been awarded funding for 5 years after completion to ensure transparency and allow monitoring from EIT.

6.4 Withdrawal of the funding — Recovery of undue amounts

EIT Manufacturing may withdraw the funding after its award and recover all payments made if it finds out that:

- false information, fraud, or corruption was used to obtain it;

- the awarded applicants were not eligible or should have been excluded or – the awarded applicants are in serious breach of their obligations under the Guidelines reported in this document.

6.5 Data protection

EIT Manufacturing ensures that any processing of personal data shall be performed in accordance with Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016, on the protection of natural persons with regard to the processing of personal data and on the free movement of such data, and in accordance with Directive 95/46/EC (General Data Protection Regulation). As a data subject, you have the right of access, the right to rectification, the right to erasure, the right to restrict processing, the right to data portability, the right to object, and the right not to be subject to a decision based solely on automated processing. If you have a question about personal data processing or want to exercise your data subject rights, you can contact our Data Protection Officer at dpo@eitmanufacturing.eu. In the case of complaints, you can address them to the French regulator CNIL.

The collected personal data will be used solely for the procedure and assessment of the proposals and the management, completion, organisation, dissemination of information, and publicity of the Call. The data controller is EIT Manufacturing and/or its subsidiaries.

Personal data shall be deleted 5 years after the announcement of the call awarded to applicants.

Applicants can indicate that EIT Manufacturing may grant access to parts of their submission to trusted investors and partners.

The proposal submission and evaluation process will be done via Submittable (<http://www.submittable.com>), an online submission management tool by Submittable Holdings, Inc.

YOUR CONSENT TO THE USE OF SUBMITTABLE AS SUBMISSION AND EVALUATION TOOL: By submitting your proposal within this challenge you implicitly state your consent to the Terms and Conditions as well as the Privacy policy of Submittable, available under <http://www.submittable.com/terms> and <http://www.submittable.com/privacy>.

YOUR CONSENT TO THE USE OF PERSONAL DATA: By submitting your proposal within this call you consent that EIT Manufacturing will collect, transfer, process, store, and delete your data in accordance with the aforementioned conditions.

6.6 Acceptance of the Guidelines

By submitting the application form, the applicant agrees to these Guidelines and their Annexes, which form part of the submission. Applicants agree that they have no legal entitlement to funding.

EIT Manufacturing reserves the right to make reasonable amendments to these Guidelines. Amendments and additions to these Guidelines shall be valid only if communicated in writing or otherwise made available to the applicants on the call page of the EIT Manufacturing website.

EIT Manufacturing also reserves the right to cancel or declare the Call unsuccessful provided all applicants are informed and sufficient justification is given (for example no proposals received, or all proposals do not pass the default thresholds).

6.7 Confidentiality

EIT Manufacturing undertakes to use any Confidential Information shared by the applicants solely for Accelerate Call. Confidential information shall mean data and/or information that is proprietary to, or possessed by, the applicants and not generally known to the public, or that has not yet been revealed whether in tangible or intangible form, whenever and however disclosed and might also be included in the application form. Confidential information must be expressly labelled as such in the application form.

Applicants agree that EIT Manufacturing and its subsidiaries can disseminate, publish, and make use of non-confidential information regarding the call, to promote the activities of EIT Manufacturing or establish reports or other necessary documents for EIT.

The applicants agree that data and information in the application form not labelled as confidential may be disclosed in connection with the activities of EIT Manufacturing.

Considering the confidential nature of the data and information referred to above, EIT Manufacturing also undertakes to (i) not disclose them in any way and any form, without the prior written authorization of the company concerned; and (ii) not to use

them for purposes other than those strictly necessary for participation in the Accelerate Call.

Confidential Information may be shared among EIT Manufacturing and its subsidiaries (e.g., CLCs (Co Location Centers)) solely for the Accelerate Call Activity. EIT Manufacturing undertakes to impose this confidentiality obligation on its employees and the employees of its subsidiaries and its collaborators, as well as on Rapporteurs and independent experts and all subjects who, by virtue of participating in the Call for Proposal as members of the Selection Committees or Jury, will take knowledge of or may have access to such confidential data and information.

6.8 Exclusion Criteria

Start-ups or scale-ups applying or participating in the program can be excluded at any time (during the assessment, the contracting phase, or the implementation phase) if they are in any of the situations of exclusion defined in [Article 136 of the EU Financial Regulation](#). Applicants shall sign a Declaration of Honour to confirm that they respect the above-mentioned criteria at the application stage. All applicants may be requested to provide relevant recent documentation substantiating the Declaration of Honour. Failure to provide adequate documentation may result in the exclusion of the applicants concerned.

6.9 Applicable Law

The present guidelines are governed by the applicable European Union laws (i.e., the EIT Regulation, the EU Financial Regulation, and the Horizon Europe Regulation) and are complemented, where necessary, by the law of France. The applicants agree to observe the obligations outlined in the [\(Model\) Grant Agreement](#) signed between the EIT and EIT Manufacturing and particularly Articles 12 (conflict of interest), 13 (confidentiality and security), 14 (ethics), 17.2 (visibility), 18 (specific rules for carrying out action), 19 (information) and 20 (record-keeping). These obligations will also be mentioned in the contracts to be signed if the proposal is successful.