

# Call Guidelines

Business Plan 2023 – 2025

EIT Manufacturing Call for proposals

**Inno2Market – Innovate Together 2024**

EITM-I2M-2024-InnovateTogether

EIT Manufacturing  
Paris | 2024

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

Updated 02/12/2024



## History of changes

Version	Publication date	Changes
1.0	23/09/2024	Initial version
1.1	02/12/2024	Updated 1. Call Summary – Dates; 3.2 Applicant’s profile; 4.2 Registration and submission process

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## Abbreviations

BP	Business Plan
IC	Impact Centre (previously known as CLC)
EC	European Commission
ESR	Evaluation Summary Report
EU	European Union
FSM	Financial Sustainability Mechanism
IER	Individual Evaluation Report
KIC	Knowledge and Innovation Community
KPIs	Key Performance Indicators
MGA	Model Grant Agreement
MT	Management Team
PMO	Programme Management Office
RIS	Regional Innovation Scheme
SO	Strategic Objectives

## Keywords

<b>Activity</b>	Everything that EIT Manufacturing does is organized into Activities. Each Activity belongs to one Segment, and each Segment to one Area. Each Activity should contribute to the integration of the knowledge triangle of innovation, education, and business creation.
<b>Activity Leader</b>	The Activity Leader is the person nominated for each activity as the main contact point between the entities involved in the activity and EIT Manufacturing. This person is affiliated with the Lead Partner of the activity. The Activity Leader can nominate or revoke an unlimited number of contacts from the entities involved in the activity.
<b>Area</b>	EIT defines several areas in which it operates: Education; Innovation and Research; Entrepreneurship; Communication, Dissemination, and Outreach; Regional Innovation Scheme; and Management and Coordination.
<b>Business Plan</b>	The document specifies the detailed plan of EIT Manufacturing for the upcoming years. Based on the draft Business Plan submitted in September (and some other criteria) EIT decides on the budget available to EIT Manufacturing in the following years. The Business Plan will then be adjusted to match the assigned budget and forms the basis for the internal activity agreements of EIT Manufacturing with its partners.
<b>Services Agreement</b>	Previously “Financial Sustainability <sup>1</sup> Agreement”. The Agreement which is signed with the aim of contributing to the Financial Sustainability of the KIC EIT Manufacturing and its community.
<b>Call for Proposals</b>	The call is the instrument used to allocate grant funding by EIT Manufacturing to consortia of organisations, individuals, or third parties to support the deployment and development of the Strategic Agenda through activities. EIT Manufacturing uses two types of calls: (1) general call aligned with the corresponding Business Plan (BP). This type of call involves the different Thematic Areas of EIT Manufacturing (before the year of BP implementation), and (2) ad-hoc call, normally involving only one Thematic Area, which aims to complete or balance

<sup>1</sup> Regulation (EU) 2021/819 of the European Parliament and of the Council of 20 May 2021 on the European Institute of Innovation and Technology (recast), Article 2 Definitions p. 16: ‘financial sustainability’ means a capacity of a KIC to finance its knowledge triangle activities independently of contributions from the EIT.

	the portfolio outlined in the respective BP, through the allocation of the non-committed budget of the BP or the allocation of additional funding not initially included in the respective BP (during the year of the BP implementation).
<b>Call Guidelines</b>	Document where any call for proposals' terms, conditions, and criteria are defined and stated according to the principles of transparency, equal treatment, open competition, and sound procedural management.
<b>Call Report</b>	Document summarising the results of the call and its most important outputs, including the ranking list.
<b>Deliverable</b>	Deliverables are documents encapsulating the outputs (e.g., building blocks of the proposal information or data mapping, a design report, a technical diagram, an infrastructure or component list, or a software release upon which the product/solution or service depends) that must be produced during the activity lifecycle.
<b>EIT Manufacturing partner</b>	A member of the EIT Manufacturing Association (Core or Associate Partner under the Article of Association conditions)
<b>Evaluation Process</b>	The process by which EIT Manufacturing examines the quality of a proposal to decide if it should receive EIT funding.
<b>Evaluation Panel</b>	Group of normally 3 evaluators and 1 rapporteur with specific expertise in a specific area/segment of the call, aiming to evaluate a set of eligible proposals submitted to a call.
<b>Evaluation results list</b>	List of proposals in order of scoring, based on the evaluation process results.
<b>Evaluation Summary Report</b>	Following the completion of the evaluation process, a final Evaluation Summary Report is made for each proposal, summarising the proposal's strengths, weaknesses, risks, and commercial and social value. It is an expert deliverable drafted by the rapporteur and presents the consensus on a specific proposal.
<b>Impact Centre</b>	Impact Centre/Region of EIT Manufacturing
<b>Individual Evaluation Report</b>	Applications to the calls are assessed individually by external expert evaluators according to the terms and criteria stated in the call for proposals text. Each evaluator issues individual reports for each eligible application.

<b>Key Marketable Innovation</b>	Key Marketable Innovation (KMI) is an innovative concept, product, or solution that has been identified and prioritized due to its high potential to be commercialized and generate revenue in the marketplace. KMIs typically offer unique features or benefits that differentiate them from existing solutions and address unmet needs or opportunities in the market. KMIs are innovations that have a high potential for commercialization, as they offer a valuable solution or improvement to a market need and can generate significant economic value for the organisation that develops and markets them.
<b>Key performance indicators (KPIs)</b>	Set of indicators used to measure how effectively a consortium is meeting the objectives. There are 2 sets of KPIs: the EIT Core KPIs defined by the EIT that reflect the EIT operational objectives for education, entrepreneurship, and innovation, and the KIC specific KPIs defined by EIT Manufacturing that reflect the societal challenge that the KIC is addressing. KPIs need to be reported.
<b>KIC</b>	“Knowledge and Innovation Community” – EIT Manufacturing is one of the 9 KICs that operate under the regulations of EIT.
<b>Milestone</b>	Control points to chart progress. They may correspond to the completion of a key deliverable that allows the next phase of work to begin.
<b>Model Grant Agreement</b>	Model Grant Agreement is used in the Horizon Europe programme financed by the European Commission.
<b>Panel review consensus meeting</b>	All the written external evaluations are discussed in a consensus meeting where the points of scoring, convergence, and divergence are discussed and debated. The evaluation panel reviews all the individual evaluations made on submitted proposals and reaches a consensus about their scoring and ranking. The results of the panel consensus meeting are set out in the minutes and the call report.
<b>Ranking list</b>	Ranking of proposals selected for funding by the EIT Manufacturing Management Team.
<b>Rapporteur</b>	Member of the evaluation panel who facilitates the discussion during the consensus meeting by synthesizing the individual evaluations of the panel experts and writing the minutes and the evaluation summary report including the evaluation results for each proposal as per the conclusions of the panel.



# 1. Call summary

**Disclaimer:** The information given in this document is subject to revision, according to new potential rules or requirements provided by EIT and/or by the EC.

Call for Proposals Main Features	
Dates <sup>2</sup>	<p><b>Call publication:</b> 23<sup>rd</sup> September 2024</p> <p><b>Call opening:</b> 2<sup>nd</sup> October 2024 at 10:00 CEST</p> <p><b>Call closing:</b> 14<sup>th</sup> January 2025 at 17:00 CET</p> <p><b>Eligibility and admissibility check:</b> by 21<sup>st</sup> January 2025</p> <p><b>Evaluation of proposals:</b> from 27<sup>th</sup> January 2025</p> <p><b>Hearings:</b> 3<sup>th</sup> March 2025 – 12<sup>th</sup> March 2025</p> <p><b>Communication of results:</b> 31<sup>st</sup> March 2025</p> <p><b>Stand-still period:</b> 1<sup>st</sup> April 2025 – 30<sup>th</sup> April 2025</p> <p><b>Start date of the projects:</b> 1<sup>st</sup> July 2025</p>
Introduction	Innovate Together aims to strengthen the competitiveness of European Manufacturing in the key strategic areas defined by the European Commission. In 2024, the programme will focus on the strategic manufacturing technologies defined in the Net Zero Industry Act (NZIA), supporting the European Green Deal by enabling the European industry to adapt to the forthcoming regulations.
Duration of the projects	18 Months
The total budget allocated to this call	5 EUR million
List of documents to be submitted	<ul style="list-style-type: none"> <li>• Application form to be completed on the submission tool</li> <li>• Business Plan</li> <li>• GANTT chart</li> <li>• SDGs template</li> </ul>
List of documents to take into consideration	<ul style="list-style-type: none"> <li>• Horizon Europe Model Grant Agreement</li> <li>• EIT Manufacturing Strategic Agenda</li> <li>• Appeal and redress procedure</li> <li>• Eligibility of expenditures</li> </ul>

<sup>2</sup> Please note that this calendar is indicative. Dates might be subject to slight changes.

	<ul style="list-style-type: none"><li>• List of KPIs</li><li>• Financial Support Agreement, including annexes</li><li>• Services Agreement</li><li>• Activities Monitoring Process Guidelines</li><li>• Declaration of Honour</li></ul>
<b>Evaluation criteria</b>	<p><i>Evaluation criteria assessed by the independent experts:</i></p> <ul style="list-style-type: none"><li>• Excellence</li><li>• Impact</li><li>• Quality and efficiency of the implementation</li><li>• Strategic fit</li><li>• European dimension</li></ul>

## 2. General conditions

### 2.1 Background

In 2021/22, EIT Manufacturing, an EIT Knowledge and Innovation Community (KIC), together with the European Factories of the Future Research Association (EFFRA), launched the Innovate Together pilot call. A total budget of EUR 1 600 000 – including EIT funding of EUR 1 100 000 – was used to support the commercialisation of outcomes from successful projects funded under the Factories of the Future (FoF) and Made in Europe (MiE) partnerships. The call attracted 13 applications, out of which 3 projects were selected for funding. The major achievement of this initiative was the successful commercialisation of the results of all three projects. By the end of the funding period, sales of EUR 500 000 were already achieved. The current call aims to take this initiative further.

This new edition of *Innovate Together* focuses on the transition from open research in Pillar 2 of the Horizon Europe Framework Programme to open innovation in Pillar 3. The goal is to strengthen the competitiveness of European Manufacturing in key strategic areas as defined by the European Commission. In 2024, the programme is planned to focus on manufacturing technologies of strategic importance for the industries defined in the Net Zero Industry Act (NZIA).

### 2.2 EIT Manufacturing mission and strategic objectives

#### Mission

EIT Manufacturing is a Knowledge and Innovation Community (KIC)<sup>3</sup> of the European Institute of Innovation & Technology (EIT). EIT Manufacturing will put Europe at the centre of a global revolution and boost manufacturing innovation in Europe by connecting people with skills, technologies with markets, and innovators with investors. Technological progress is now exponential, and it is changing the industrial, social and competitive landscape faster than ever before. EIT Manufacturing aims not only to adapt to this revolution but to lead it, overcoming value network fragmentation and bringing stakeholders together. We need to make better use of our knowledge and our strengths to create value and deploy agile mechanisms to accelerate and steer innovation, shaping

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<sup>3</sup> Regulation (EU) 2021/819 of the European Parliament and of the Council of 20 May 2021 on the European Institute of Innovation and Technology (recast), Article 2 Definitions p. 2: A large-scale Institutionalised European Partnership, as referred to in Regulation (EU) 2021/695, of higher education institutions, research organisations, companies and other stakeholders in the innovation process in the form of a strategic network, regardless of its legal form, based on joint mid- to long-term innovation planning to meet the EIT challenges and contribute to attaining the objectives established under Regulation (EU) 2021/695

the future role of manufacturing in our society. With the needs, concerns, and ideas of the economy and society at its core, the mission of EIT Manufacturing is to empower its partners and stakeholders to fundamentally transform the manufacturing system and meet the global demands of present and future generations.

EIT Manufacturing is strengthening the competitiveness of the European manufacturing industry through innovation and collaboration. As a knowledge and innovation community (KIC) established by the European Institute of Innovation and Technology (EIT), we strive to drive sustainable growth, technological advancements, and job creation in the manufacturing sector.

**Strategic objectives**

EIT Manufacturing's strategic objectives (SOs), as set out in the Strategic Agenda 2021-2027, steer our activities and ambitions, and will help 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.

**2.3 EIT Manufacturing membership**

EIT Manufacturing is a KIC<sup>4</sup> of the European Institute of Innovation & Technology (EIT). All entities submitting a proposal that is selected for funding need to be part of the KIC EIT Manufacturing community and will have to choose one of the following partnership models (and related annual fees) before signing the relevant agreements and initiating their projects:

**Core partner (voting right, privileged access to services, representatives in the KIC governance)**

Large enterprises, research institutes, and universities	50 000 EUR
Mid-sized companies (<2,000 FTE)	30 000 EUR

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<sup>4</sup> Regulation (EU) 2021/819 of the European Parliament and of the Council of 20 May 2021 on the European Institute of Innovation and Technology (recast), Article 2 Definitions p. 2: A large-scale Institutionalised European Partnership, as referred to in Regulation (EU) 2021/695, of higher education institutions, research organisations, companies and other stakeholders in the innovation process in the form of a strategic network, regardless of its legal form, based on joint mid- to long-term innovation planning to meet the EIT challenges and contribute to attaining the objectives established under Regulation (EU) 2021/695

▪ SMEs (<250 FTE, turnover <EUR 50 000 000 or balance sheet <EUR 43 000 000)	15 000 EUR
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**Associated partner (no voting right, restricted access to services)**

Large enterprises, research institutes, and universities	35 000 EUR
Mid-sized companies (<2,000 FTE)	20,000 EUR
SMEs (<250 FTE, turnover <EUR 50 000 000 or balance sheet <EUR 43 000 000)	10,000 EUR

Both Core and Associate Partners of the KIC EIT Manufacturing pay annual membership fees as set by the EIT Manufacturing Partner Assembly. Membership fees are due every year regardless of whether a Partner receives funding for the relevant year. For the avoidance of doubt, as an example, an entity with zero funding but participating in a funded project will still have to pay membership fees.

More information on the partnership models is available on EIT Manufacturing website<sup>5</sup>. Please note that the total maximum EIT funding per year for all entities participating in EIT Manufacturing Calls is 1 500 000 EUR.

Under Horizon Europe, **Linked Third Parties/affiliated entities**<sup>6</sup> are eligible to participate in the proposal activities.

At most, the following number of Linked Third Parties/affiliated entities of a Core Partner may receive funding per year through the Calls:

- Partners being large enterprises, research institutes and universities: 5
- Partners being mid-sized companies: 2
- Partners being SMEs: 1

If an affiliated entity is involved in a proposal, it means that:

- the affiliated entity carrying out the work shall be included in the proposal as a participant (not the Core Partner)

<sup>5</sup> <https://www.eitmanufacturing.eu/partners/partnership-models/>

<sup>6</sup> Linked Third Parties, called Affiliated Entities under Horizon Europe, are either:

- entities that together legally conform to the sole beneficiary (i.e. partner). Ex: Entities A and B form entity C. All three entities (A, B and C) are Affiliated Entities
- or eligible entities that have a legal or capital link to the beneficiary that is neither limited to the action nor established for the sole purpose of its implementation.

- according to the Financial Support Agreement, the Core Partner receives the EIT funding for the work to be carried out by the affiliated entity and then disburses the appropriate amounts to the affiliated entity based on their internal agreements. The Core Partner is responsible for ensuring that the funds are used for the purposes outlined in the proposal and in accordance with the Financial Support Agreement.

Please take this into account when creating the proposals.

## 3. Call specific conditions

*Innovate Together* focuses on the transition from open research in Pillar 2 of the *Horizon Europe Framework Programme* to open innovation in Pillar 3.

The European Green Deal will bring certain regulations for European industry. Examples of regulations are the Net Zero Industry Act (NZIA) and the Critical Raw Materials Act (CRMA). These regulations entail ambitious targets for the European Union, including - in particular - the goal of 40% of goods in certain net-zero industries being made in Europe; and the goal of recycling 15% of critical raw materials within Europe. It is crucial for European businesses to prepare and align with these regulatory changes to maintain competitiveness and contribute to a sustainable future.

Through *Innovate Together*, EIT Manufacturing aims to support industrial actors in fast-tracking the commercialisation of key manufacturing technologies, allowing European actors to comply with the European Green Deal regulations and strengthen their competitiveness in the production of strategic technologies in Europe, as defined by the European Commission.

### 3.1 Topics description

The action will comprise two topics, First-Time-Right Manufacturing and End-of-Lifecycle Management.

#### **Topic 1 – First-Time-Right Manufacturing**

One of the objectives of the European Green Deal is to promote sustainable manufacturing practices that minimise waste, pollution, and enhance efficiency. A key concept in achieving this objective is First Time Right (FTR), which encompasses a range of activities from Zero-Defect processes to strategies for Zero-Waste value chains.

FTR is a manufacturing philosophy that prioritises getting things right the first time, rather than relying on rework and correction to achieve quality. By implementing FTR,

manufacturers can reduce scrap and waste, improve efficiency, and ultimately enhance their bottom line. This approach involves the use of various solutions such as simulation, in-line quality monitoring, and non-destructive testing to ensure high-quality outcomes. To achieve First Time Right (FTR), manufacturers should leverage the following technologies and solutions, in particular, applied to critical production processes:

- Simulation and Digital Twins: Employ virtual modelling and simulation techniques to optimise production processes, anticipate potential issues, and ensure high-quality outputs from the start.
- Advanced Analytics: Utilise advanced analytics tools to gain valuable insights from production data, enabling proactive decision-making and continuous improvement to achieve optimal results.
- Real-time Monitoring and Sensors: Implement real-time monitoring systems and sensors to track key production parameters, enabling prompt detection of deviations and proactive adjustments for maintaining quality and efficiency.
- Predictive Maintenance: Adopt predictive maintenance strategies to anticipate equipment failures, minimise downtime, and ensure smooth operations by addressing maintenance needs before they impact production.
- Artificial Intelligence, in particular, Machine Learning: Harness machine learning algorithms to analyse production data, identify patterns, and optimise processes for increased efficiency, quality, and reduced waste.
- Automation: Integrate automation technologies to streamline manufacturing processes, reduce manual errors, enhance precision, and ensure consistent and reliable outcomes.

## **Topic 2 – End-of-Lifecycle management**

Another objective of the European Green Deal is to make the European Union climate-neutral by 2050. To accomplish this, a comprehensive and sustainable approach is required across all industries. End-of-lifecycle management plays a crucial role in this approach, focusing on the responsible handling of products at the end of their useful life to ensure they are either repurposed for their next lifecycle or disposed of in an environmentally friendly manner. In contrast to the traditional approach of disposing of products in landfills or incinerating them, the European Green Deal emphasises the importance of a circular economy. This entails creating a closed-loop system where waste materials are reused, recycled, or repurposed to minimise waste and maximise resource efficiency.

In order to advance towards these goals, it is crucial for manufacturers to take a proactive approach to end-of-lifecycle management. Innovate Together actively supports projects that foster:

- Circular design of products: Developing products with a focus on durability, repairability, disassembly and recyclability to facilitate their integration into a circular economy.
- Product reuse: Finding new applications or environments for products that have reached their end of life by repurposing or refurbishing them, thus extending their useful life.
- Easy disassembly and recycling: Designing processes to facilitate critical disassembly steps, in particular, relative to the safety of operators, and recycling of most valuable parts (such as photovoltaic cells, large composite wind turbine blades, batteries) contributing to the circular economy.
- Frameworks and platforms for circularity: Implementing solutions at the value chain level to facilitate the logistics of end-of-lifecycle products towards a circular economy, ensuring proper recycling and resource utilization.

Each proposal must focus only on one topic, by selecting it properly in the submission form.

**Proposed solutions that harm the environment or social welfare or discriminate based on gender, age, socio-economic and geographic situation, disability, ethnicity, and sexual or gender identity, or are not in line with the Do No Significant Harm Principle are not eligible.**

### 3.2 Applicants' profile

Entities eligible to participate<sup>7</sup>

Any legal entity, regardless of its place of establishment, including legal entities from non-associated third countries or international organisations is eligible to participate (whether it is eligible for funding or not), provided that the conditions laid down in the Horizon

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<sup>7</sup> Based on the Council Implementing Decision (EU) 2022/2506) on measures for the protection of the Union budget against breaches of the principles of the rule of law in Hungary, effective as of 16th December 2022, *no legal commitments shall be entered into with any public interest trust established on the basis of the Hungarian Act IX of 2021 or any entity maintained by such a public interest trust.*



Europe Regulation<sup>8</sup> have been met, along with any other conditions laid down in the specific call topic.

A 'legal entity' means any legal person created and recognised as such under national law, EU law, or international law, which has legal personality, and which may, acting in its name, exercise rights and be subject to obligations.

### Entities eligible for funding

To be eligible for funding, applicants must be established in one of the following countries at the time of proposal submission:

- the Member States of the European Union, including their outermost regions: Austria, Belgium, Bulgaria, Croatia, Cyprus, Czechia, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden.
- the Overseas Countries and Territories (OCTs) linked to the Member States.
- the countries associated with Horizon Europe and the low- and middle-income countries<sup>9</sup>.

Entities established in Switzerland are eligible to participate but at their own cost. Although they will not receive EIT funding, Swiss entities, including companies and SMEs, may receive funding from Swiss authorities. Please refer to the information available [here](#) for details.

All applicants must register in the Participant Register to obtain a PIC number and in the submission system<sup>10</sup> before the call deadline (check Chapter 4 for consequences of not compliance).

### Consortium composition

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<sup>8</sup> Regulation (EU) 2021/695 of the European Parliament and of the Council of 28 April 2021 establishing Horizon Europe (OJ L 170 , 12.5.2021, p. 1)

<sup>9</sup> See the Horizon Europe List of Participating Countries on the Portal for an up-to-date list of these countries [https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/guidance/list-3rd-country-participation\\_horizon-euratom\\_en.pdf](https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/guidance/list-3rd-country-participation_horizon-euratom_en.pdf)

<sup>10</sup> You shall make sure that the information that you are providing on the submission tool is consistent with the legal information connected to your PIC (legal name, VAT, registration number, legal address, LEAR – legally appointed representative responsible for updating the organisation's information on the EU participant portal).

Only legal entities forming a consortium are eligible to participate. The consortium must include at least 3 legal entities independent from each other established in countries covered by at least two different EIT Manufacturing ICs<sup>11</sup>.

Applicants must build the proposal on the results of a successfully closed project funded by a Factories of the Future (FoF)/Made in Europe (MiE) call under Horizon Europe Framework Programme. The applying consortium may be the whole consortium or a part of the consortium of the former FoF/MiE project and may also include new partners; the project consortium shall own the IPRs of the Core Technology (exploitable output) of the former FoF/MiE project that will be further developed and launched in the market by the end of this Call; the closing date of the FoF/Made in Europe funded projects cannot be older than three (3) years before the start date of the projects funded under this Call.

The participants in each consortium must cover, at least, the following roles:

- **Lead Partner:** The organisation in charge of coordinating the consortium through the Activity Leader. The Activity Leader will be the direct contact for EIT Manufacturing and is responsible for the coordination of the consortium, including the implementation of the workplan, the execution of the budget, the submission of the deliverables, the risk management and mitigation and the impact achievements of the overall activity. The role of Activity Leader is open to any entity participating in the call for proposals.
- **End-Users:** At least 2 different industrial organisations that will deploy the solution in their production facilities to fulfil a specific need or achieve a business objective in a real-world industrial environment. The end-users must be consumers of the key marketable innovation(s) and each of them must provide at least 1 use case, testing and implementing the innovation(s) in their real industrial environment.
- **Business Owner:** The organisation in charge of the commercialisation of the solution with a legal entity established in a Member State or Horizon Europe Associated Country. The Business Owner will be the direct contact for EIT Manufacturing and the consortium for the Service Agreement and responsible for the commercialisation plan and its execution. A suitable Business Owner is a for-profit organisation, with a track record in creating new businesses, and in building marketing and commercialisation

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<sup>11</sup> <https://www.eitmanufacturing.eu/in-your-country/>

strategies. The organisation has a deep understanding of the identified market, its competitors, and barriers to entry, and most importantly a proven track record of sales and customers in the target group sector identified by the consortium. All these elements should be clearly described in the proposal (see “Business Plan” template).

- Participation of Higher Education Institutions (HEIs) and Research and Technology Organisations (RTOs) is strongly encouraged.

**While all EIT Manufacturing partners are eligible to apply for funding, applicants do not need to be EIT Manufacturing partners at the submission stage. Successful applicants will be required to join the community and select a membership category (Core partner or Associate partner) when initiating their projects.**

### 3.3 Integration of RIS aspects

EIT Manufacturing fosters the participation of organisations from countries with moderate or emerging innovation scores, as defined by the European Innovation Scoreboard, in its activities. Applicants from countries under the Regional Innovation Scheme (RIS) are strongly encouraged to apply. Additionally, applicants not from RIS countries are encouraged to design projects that will have a significant impact on RIS regions.

### 3.4 Expected impact and main outcomes

Project results are expected to contribute to the following expected impact:

- Improve resource efficiency by shifting towards zero-waste processes;
- Establishing Europe as a global exemplar in circular manufacturing processes, significantly contributing to environmental sustainability and resource efficiency.

The following outcomes should be targeted according to the specific topic selected:

#### Topic 1 – First-Time-Right Manufacturing

##### ➤ Outcomes

- Scrap and waste reduction
- Efficiency improvement
- Product quality improvement
- Environmental footprint reduction

- Cost savings

## Topic 2 – End-of-Lifecycle management

- Outcomes:
  - Recycling rate improvement
  - Repurposing rate improvement
  - Waste reduction
  - Resource efficiency

### 3.5 Key Performance Indicators (KPIs)

Every proposal must contribute at least to the EITHE02.4 KPI.

Proposing a higher target than the minimum required, but still credible and justified, will be positively evaluated. Consider that e.g., a target of 2 for EITHE02.4 means that 2 different innovative solutions will be sold by the project end date, or in any case not later than 6 months after the project completion.

Please, note that once the KPI value is submitted it will not be possible to amend it (only an increase of the value is possible); it will remain as is for the target to be achieved by the end of the activity.

KPI	Short title	Minimum Target
EITHE02.4	Number of innovations introduced on the market during the KAVA duration or within 6 months after completion with a sales revenue of at least 10,000 EUR documented	1

*In case the above KPI is met by an entity belonging to a RIS country, the corresponding RIS KPIs EITHE02.2-EITRIS must be included as well. Please note that this is not a supplementary KPI and only reflects the RIS aspect of the core KPI.*

Proposals contributing also to the EITHE04.4 KPI are strongly encouraged and will be positively evaluated.

KPI	Short title	Minimum Target
EITHE04.4	Number of start-ups established as a result/ based on the output of KAVA or start-ups created for the purpose of an innovation project to organise and support the development of an asset having financial transactions of at	1

least 10,000 EUR for services/products (a result of the KIC KAVA) sold to customers.

*In case the above EITHE4.2 KPI is met by an entity belonging to a RIS country, the corresponding RIS KPIs EITHE04.2-EITRIS must be included as well. Please note that this is not a supplementary KPI and only reflects the RIS aspect of the core KPI.*

**Proposals are also encouraged to contribute to the additional EITHE01.1 KPI.**

KIC	Short title of KPI
EITHE01.1	Number of innovative products, processes and methods & Intellectual Property Rights (IPR) applications resulting from KIC activities

Proposing a higher target than the minimum required, but still credible and justified, will be positively evaluated. Consider that e.g., a target of 2 for EITHE02.4 means that 2 different innovative solutions will be sold by the project end date, or in any case not later than 6 months after the project completion.

Please, note that once the KPI value is submitted it will not be possible to amend it (only an increase of the value is possible); it will remain as is for the target to be achieved by the end of the activity.

### 3.6 Duration and Technology Readiness Level<sup>12</sup>

This call is open to proposals with a duration of **18 months**. The consortium must propose an innovation with a **TRL of at least 6** at the start of the project. The “demonstration in an operational environment” must be proven with supporting evidence (test reports, pictures,...) in the application form.

The solution is expected to **achieve TRL 8 or higher** by the end of the activity. The Business Owner’s involvement and effort in the definition and execution of the Commercialisation Plan, which is expected to start from activity kick-off, should be described in the workplan.

### 3.7 Mandatory deliverables

The minimum core deliverables expected from an activity are shown below in the table. This provides the minimum requirements for compliance.

<sup>12</sup> [https://ec.europa.eu/research/participants/data/ref/h2020/wp/2014\\_2015/annexes/h2020-wp1415-annex-g-trl\\_en.pdf](https://ec.europa.eu/research/participants/data/ref/h2020/wp/2014_2015/annexes/h2020-wp1415-annex-g-trl_en.pdf)

Deliverable name	Delivery date (in months)
Consortium agreement	M3
Plan for dissemination and exploitation including communication activities	M9
Final Business Plan	M12
Gender equality plan	M6 (only for public bodies, public or private research organisations or higher education institutions)
Sustainability report	M17
Result Report	By the end of the activity
Publishable summary of achievements to be used as dissemination material by EIT Manufacturing	By the end of the activity

A maximum of 4 additional added-value deliverables can be added to the proposal. All mandatory deliverables must be reported by the due time for the proper monitoring of the activity.

Additionally, internal documentation and technical reports could be produced by the consortium for project use. However, these documents should not be listed in the proposal. In case of a failure to deliver on project outcomes or delays, these project internal documents may be provided as supporting or mitigating evidence to EIT Manufacturing.

### 3.8 Available budget and co-funding

The total maximum EIT funding allocated to this call is up to EUR 5 000 000. The amounts will be allocated according to the below estimation.

Call Thematic	Total EIT funding allocated	EIT funding per proposal
Topic 1	EUR 2 500 000	EUR 800 000
Topic 2	EUR 2 500 000	EUR 800 000

All consortia partners should have a justifiable core role with an appropriate budget to perform their defined activities. **In particular, each partner is requested to contribute with eligible expenditures at least equal to 10% of the project total budget.** Performative participation in projects or inclusion of partners without justifiable intrinsic value who are

not demonstrably essential to project outcomes will be questioned during the evaluation and portfolio selection.

Please note that the information above is provided for information only and does not constitute any kind of commitment on behalf of EIT Manufacturing. Final EIT funding allocated might vary significantly based on the number of proposals evaluated and selected and other factors.

The exact number of activities to be funded will depend on the quality of the proposals received and the total funding available.

**Activity proposals submitted to this call are expected to have a minimum co-funding rate of 33%**

The minimum co-funding rate refers to the total project budget. Partners in a consortium may have different co-funding rates as long as the overall project co-fund meets the required minimum.

### **3.9 Payment arrangements and Certified Financial Statement**

EIT Manufacturing will transfer funding in instalments. A proportion of the activity budget will be prefinanced. The second instalment is linked to the interim activity monitoring as explained in paragraph 3.10. The last instalment will be transferred at the end of the 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:

- A first instalment, corresponding to 35% of annual EIT funding
- A second instalment, corresponding to 25% of annual EIT funding
- A last payment corresponding to the 40% 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. Whenever an entity reaches a cumulative EIT funding of 430 000 EUR, a Certified Financial Statement (CFS) audit will be requested prior to the payment.<sup>13</sup> The CFS audit will be performed by an external auditor. EIT Manufacturing will provide the reference of the appointed auditor.

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<sup>13</sup> According to Art 24.2 of the Horizon Europe MGA

The CFS review is independent of the Activity monitoring described in paragraph 3.12. The scope of the CFS audit is to check the eligibility of the costs reported so far by a specific entity for all projects where they participate, altogether. The first CFS audit will check costs reported up to a specific date "D". A second CFS audit (meaning an entity reaches again a cumulative EIT funding of 430 000 EUR) will check the costs reported from date "D+1 day" to date "D2", and so on. The result of each CFS audit can be either:

1. No findings are detected. All costs are paid according.
2. The auditor report lists findings: The EIT Manufacturing Finance department will decide if the findings correspond to ineligible costs. The decision will be based on conditions for cost eligibility set out in the Horizon Europe Model Grant Agreement and transposed in the document "Eligibility of Expenditure", which is part of EIT Manufacturing Call for Proposals documentation. In the case that EIT Manufacturing determines that the CFS findings are ineligible costs, these costs are excluded from the amount to be paid to the partner.

### 3.10 Eligibility of expenditures

For more information about the eligibility of the costs, you can refer to the Horizon Europe (Model) Grant Agreement and in particular Article 6 and the document "Eligibility of expenditures" attached to this call.

### 3.11 Financial Sustainability and Services Agreement

To ensure continued support to consortia, in particular their business owners, in their effort to commercialise the outputs of their funded activities, EIT Manufacturing is setting up a new 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 of bringing innovation to the European market, reinforcing competitiveness, creating jobs and developing the appropriate skills for students and professionals.

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

#### **Description of services**

The Services Agreement covers services to the consortium during the implementation of the activity and offers the possibility for the Business Owner to receive additional support after the end of the activity. It will give access to the following services.

- **During the activity:**
  - Matchmaking with any stakeholders that may be interested in the activity (Businesses, Research Centres etc);



- Participation in dissemination or business events;
- **After the end of the activity:**
  - Further matchmaking with any stakeholders that may be interested in the activity to further expand it and fully monetize it at the pan-European level;
  - Access to insights from EIT Manufacturing and its network of experts on topics related to the activity.

### **Payment conditions**

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

1. An initial payment of EUR 50 000 triggered at the end of the activity, corresponding to the provision of services during the activity. This amount could be shared among all consortium members.
2. Subsequent payments, according to a revenue-sharing mechanism for a duration of 5 years, are to be paid by the Business Owner. The payments will be due in Q1 of each year and are related to the total sales revenue of the previous year coming from selling the solution developed within the project (Key Marketed Innovation). This mechanism will be triggered by the first sales of the Key Marketed Innovation realized beyond the EUR 10 000 needed to reach EITHE02.4 KPI.

Business owners can select the percentage of revenue sharing of the mechanism. However, this percentage should not be lower than 5% and the total estimated payment to EIT Manufacturing, calculated from the revenue projections provided in the application, should be at least equivalent to the grant requested. All selected activities should sign the Services Agreement before their start. In case the conditions proposed by the applicant are deemed not satisfactory given the potential of the project, EIT Manufacturing could enter into a negotiation of those conditions before the signature.

### **Preferred mechanism for startups**

The following mechanism is available for business-to-business companies that have a unique, technology-based solution with high scalability potential and strong IP protection.

If the Business Owner is a startup or a startup to be created during the activity, they can request to convert the above mechanism (Revenue-sharing) to an equity shares agreement by ticking the associated box in the application form. In this case, the startup Business Owner can contribute to the financial sustainability requirement by offering equity instead of cash. If the proposal is selected, the Business Owner would then go

through EIT Manufacturing's internal investment evaluation process in parallel to the activity implementation. In case of successful evaluation, the Business Owner would enter a negotiation with EIT Manufacturing regarding the equity shares agreement.

**Only startups that are successful in this process will be allowed to use this alternative mechanism. All Business Owners, including startups, must initially accept the general mechanism.**

### **3.12 Activity monitoring**

All activities selected for funding undergo continuous monitoring by EIT Manufacturing to ensure effective progress and implementation and to trigger payments (the latter only at the interim and final stages).

The monitoring at the end of each quarter will cover several aspects relating to the activity implementation including, but not limited to:

- achievement of deliverables and KPIs;
- risk management;
- financial management;
- quality assurance;
- progress against KPI achievement and impact delivery;
- communication and dissemination;
- co-branding; and
- progress towards commercialisation and exploitation of results.

EIT Manufacturing will request regular reporting of actual costs incurred with the subgrant, as well as regular reporting of KPIs and deliverables, together with the supporting documentation.

The monitoring process may result in an amendment to the Activity workplan and/or budget, however, the Services Agreement (please refer to Section 3.11) and the KPIs targets (please refer to Section 3.5) cannot be renegotiated/reduced after the start of the activity.

In the case of under-performance, significant delay of implementation, misconduct of the consortium, or any other reason jeopardizing the timely implementation of the activity identified during the monitoring process, EIT Manufacturing reserves the right to discontinue or restructure the funding of the activity at any point during its duration.

At the final stage, in the case of underperformance, the overall grant awarded can be decreased up to 100% of the eligible costs based on the following table:

Type of underperformance	Funding reduction <sup>14</sup>
Missing Core EIT KPI	20%
Missing DEL	10%

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 after the activity ends.

The successful execution and completion of the activities financed under the framework of the present call may unlock the possibility of receiving additional funding. Only projects assessed as “green” according to the “Activities Monitoring Process Guidelines” may be eligible for fast-track opportunity via a subsequent dedicated call or direct award.

For more information about the monitoring process, you can refer to the document “Activities Monitoring Process Guidelines” attached as an annex to this call.

### 3.13 Gender equality and inclusiveness

EIT Manufacturing aims to support organisations that value diversity and gender equality. To this end, projects applying to this call should:

- Demonstrate how gender and diversity are considered in the design/development of the project outputs.
- Describe the measures in place to promote a mixed team with women and underrepresented groups taking an active role in project implementation, with a special focus on managerial levels

### 3.14 Ethics and values<sup>15</sup>

Activities must comply with the highest ethical standards and the applicable EU, international and national law on ethical principles. Moreover, they must respect basic EU values (such as respect for human dignity, freedom, democracy, equality, the rule of law and human rights, including the rights of minorities). The activities must comply with:

- ethical principles (including the highest standards of research integrity) and

<sup>14</sup> % of funding reduction is calculated on the granted amount and it can be cumulative

<sup>15</sup> [https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/guidance/how-to-complete-your-ethics-self-assessment\\_en.pdf](https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/guidance/how-to-complete-your-ethics-self-assessment_en.pdf)

- applicable international, EU and national law

Applications that do not respect the above ethical principles and standards cannot be awarded a grant.

### 3.15 Open science and social science

**Open science practices** could be implemented as an integral part of the proposal. According to the Horizon Europe Programme Guide, Open science is an approach based on open cooperative work and systematic sharing of knowledge and tools as early and widely as possible in the process.

Your proposal could be contributing to the **social sciences or/and the humanities dimension** of EIT Manufacturing. If you believe this dimension, as described in the Horizon Europe Programme Guide, is appropriate for your proposal please acknowledge it in the submission phase.

## 4. Proposal preparation and submission

### 4.1 Guidance and support on proposal preparation

To guarantee the maximum support from EIT Manufacturing to both current and potential partners and stakeholders, two different support offers will be provided during the proposal preparation process: the call information event(s) and the EIT Manufacturing call contact points.

#### Call information event

The EIT Manufacturing organise informative events to ensure open, free, and fair access to the wider manufacturing community. Information on dates and way to register can be found on the call webpage.

#### Call contact points

All applicants may contact EIT Manufacturing to ask questions and clarify any points on general/technical aspects and call content by contacting respectively [support@eitmanufacturing.eu](mailto:support@eitmanufacturing.eu) and [call.programme.management@eitmanufacturing.eu](mailto:call.programme.management@eitmanufacturing.eu). **With a view to equal treatment, EIT Manufacturing staff cannot give a 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 Selection Committee to seek specific advice or support regarding their application.**

### 4.2 Registration and submission process

Before submitting a proposal, all applicants must register on the:

1. **EU Participant Portal to obtain a PIC number**.<sup>16</sup> - If you have already participated in projects funded by the EU before and have your PIC number validated, you can proceed with the registration of your organisation on the submission tool. If this is your first time participating in an EU-funded project or your organisation cannot access your already validated PIC and there are updates to the organisational data that need to be done, you need to register/re-register your organisation. Primary registration of your PIC number takes about 10 minutes, and your PIC number is generated within another 10 minutes and will be sent to the email address that you have indicated during the registration. All new PIC numbers get assigned a status of “Declared”, which means your organisation has not been fully validated, but the new PIC number can already be used during your proposal submission.

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<sup>16</sup> <https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/how-to-participate/participant-register>

2. **Submission system** - To access the submission system, applicants must follow these steps:
  1. **For previously registered organisations:** if your organisation has already participated in EIT Manufacturing calls, there is no need to register again. You can proceed by registering your user account through the *Contact Form*. Once your user registration is complete, access the call submission forms via the link provided on the call webpage.
  2. **For new organisations:** if your organisation has not participated in EIT Manufacturing calls before, you must first register your organisation through the *New Organisation Registration Form*. After registering the organisation, proceed to register your user through the *Contact Form*. Once both the organisation and user registrations are completed, you can access the call submission forms via the link provided on the call webpage.

Please refer to the *Electronic Submission System Users' Guide* available on the call webpage for more detailed instructions.

**Important:** The registration process requires approval by the EIT Manufacturing team and is not automatic. Ensure that all information is consistent with the organisation's details provided for the PIC number in the EU Participant Portal, including legal name, VAT, registration number, legal address, and LEAR (Legally Appointed Representative).

**All entities participating in this call for proposals must be registered in the submission system as early as possible and no later than 3 working days before the call closing, 08/01/2025 17:00 CET otherwise they may not be eligible for funding.**

Please note that, if your proposal is successful, the information provided when registering your organisation will need to be validated. EIT Manufacturing will contact you to submit the needed supporting documents.

### 4.3 Proposal submission mandatory documentation

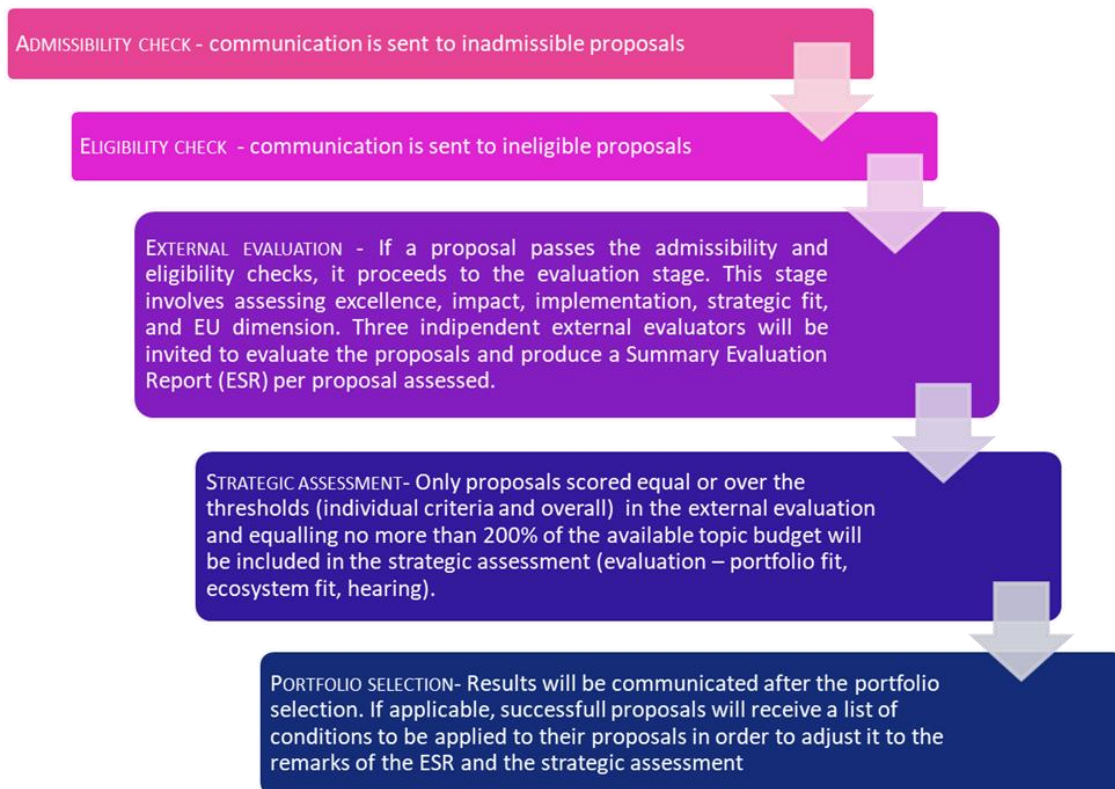
The following documentation must be submitted by the applicants through the submission tool **no later than the call deadline:**

- Online application form;
- Business Plan (pdf only);
- GANTT chart (pdf only);
- SDGs template (excel file).

NB: Any documentation missing, incomplete or sent after the deadline, will be inadmissible.

## 5. Proposal evaluation and selection process

Proposals correctly submitted through the submission tool will pass through the following steps:



The full proposal evaluation will consider both the external evaluation as well as the strategic assessment scores. The total scoring of 100 points is distributed as follows:

External evaluation	Excellence	Max score 15 Threshold 9/15
	Impact	Max score 25 Threshold 15/25
	Implementation	Max score 15 Threshold 9/15
	Strategic fit	Max score 15 Threshold 9/15
	EU dimension	Max score 10 Threshold 6/10
Total points external evaluation		<b>Max score 80</b> <b>Threshold 48/80</b>



Strategic assessment	Remote assessment	Max score 10
	Hearing	Max score 10
Total points strategic assessment		20 Threshold 12/20
Total points (external evaluation + strategic assessment)		100

## 5.1 Admissibility check

Applications must be

- submitted before the **call deadline** (*see Call Summary*);
- submitted in **English**;
- submitted **electronically** via the submission tool. Paper submissions are NOT possible; and
- **complete** and contain all the mandatory information in the online application form and all mandatory documentation.

Proposals containing one or more inadmissible elements will be **rejected** and will receive an official communication from EIT Manufacturing setting out the outcome of the admissibility check.

## 5.2 Eligibility check

A proposal will be eligible if it respects the following **Eligibility Criteria**:

<b>Consortia composition</b>	<p>The consortium shall be composed of a minimum 3 legal entities <u>independent of each other</u><sup>17</sup> that are established in countries covered by, at least, 2 different EIT Manufacturing ICs. Additionally, the following roles shall be clearly covered within the consortium:</p> <ul style="list-style-type: none"> <li>• <b>1 Lead Partner:</b> The organisation in charge of coordinating the consortium through the Activity Leader. The role of Activity Leader is open to any entity participating in the call for proposals.</li> <li>• <b>End-users:</b> At least 2 different organisations that will deploy the key marketable innovation(s) in their</li> </ul>
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<sup>17</sup> Two legal entities shall be regarded as independent of each other where neither is under the direct or indirect control of the other or under the same direct or indirect control as the other. Please refer to the entire definition in Article 8: [https://ec.europa.eu/research/participants/data/ref/h2020/legal\\_basis/rules\\_participation/h2020-rules-participation\\_en.pdf](https://ec.europa.eu/research/participants/data/ref/h2020/legal_basis/rules_participation/h2020-rules-participation_en.pdf)

	<p>production facilities to fulfil a specific need or achieve a business objective in a real-world industrial environment.</p> <p><b>Business Owner:</b> The organisation in charge of the commercialisation of the result(s). The role of Business Owner is limited only to an organisation with a legal entity established in a Member State or Country associated with Horizon Europe at the time of submission of the application.</p>
<i>FoF / MiE past project</i>	<p>Applicants must build the proposal on the results of a successfully closed project funded by a Factories of the Future (FoF)/Made in Europe (MiE) call under Horizon Europe Framework Programme. In particular:</p> <ul style="list-style-type: none"> <li>• the applying consortium may be the whole consortium or a part of the consortium of the former FoF/MiE project and may also include new partners; the project consortium shall own the IPRs of the Core Technology (exploitable output) of the former FoF/MiE project that will be further developed and launched in the market by the end of this Call.</li> <li>• the core Technology to be further developed and launched in the market comes from past developments under the FoF/ MiE funded project.</li> <li>• the closing date of the FoF/Made in Europe funded projects cannot be older than three (3) years before the start date of the projects funded under this Call.</li> </ul>

Proposals containing one or more ineligible elements will receive an official communication from EIT Manufacturing setting out the outcome of the eligibility check and explaining why the proposal failed to meet the criteria.

The Activity leader of any proposal deemed ineligible who disputes the ineligibility decision may appeal. This appeal must be made within 5 working days from the official EIT Manufacturing notification of ineligibility by sending an email to [support@eitmanufacturing.eu](mailto:support@eitmanufacturing.eu) according to the Appeal procedure document linked to the Call (see paragraph 5.7).

### 5.3 External evaluation

The proposals which successfully pass the eligibility check are evaluated and scored against 5 criteria: Excellence, Impact, Implementation, Strategic Fit and EU Dimension.

The evaluation process will be carried out by three independent external evaluators supported by one independent external rapporteur.

External evaluators will assess each evaluation sub-criteria will be assessed according to the following scores on a scale **from 1 to 5**.

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>Bad</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 sub-criterion level are then summed together to come with a final score per criteria.

Thresholds apply to individual criteria and the total score. The maximum score for a proposal at the external evaluation stage is 80. The overall threshold is 48/80 for proposals.

The detailed sub-criteria evaluation grid is provided here below. For each sub-criteria, specific information and evidence are expected. Please refer to the "Expected information and evidence" document on the call webpage.

Excellence	Max. scoring 15
	Threshold 9/15
Coherence	
The proposal clearly describes its objective(s) with relevant and quantitative targets that are achievable and measurable.	5 points
Novelty	

The result of the activity represents a non-trivial step forward compared to the current state-of-the-art, in terms of technology, application and/or business model.	5 points
The consortium provides tangible evidence of the starting TRL (Technology Readiness Level) of the solution, and the path towards TRL 8 by the end of the activity seems feasible and is well substantiated.	5 points
<b>Impact</b>	<b>Max. scoring 25</b>
	<b>Threshold 15/25</b>
<b>Project pathways towards impact</b>	
The consortium presents the 'Market Opportunity' of the solution comprehensively and accurately in the Business Plan, detailing the product or service description, value proposition, target customers, market size, industry analysis, competitor landscape, and barriers to entry with clarity and depth.	5 points
The consortium outlines a robust 'Strategy & Execution' plan in the Business Plan, showcasing a well-developed marketing and sales strategy, a detailed go-to-market plan and intellectual property strategy, and a comprehensive SWOT analysis, indicating a strong understanding and expertise of the business stakes.	5 points
The consortium presents a credible and ambitious 'Ownership & Financial' plan in the Business Plan, including attractive revenue projections, a realistic break-even analysis, and detailed business owner information and track record, demonstrating the capability to successfully launch the solution into the market and long-term viability.	5 points
The proposal convincingly describes how the new solution will have a direct and indirect environmental and social impact (SDG survey annexe). The proposal supports gender equality and promotes wider diversity and inclusiveness in the manufacturing sector.	5 points
<b>Effectiveness of the proposed measures to exploit the key marketable innovation(s) and to maximise impact</b>	
The proposal's contribution to achieving the mandatory EIT Core KPI is evaluated as feasible and credible, and the Dissemination Plan (including communications and outreach) is in line with the outlined commercial strategy.	5 points

<b>Implementation</b>	Max scoring 15
	Threshold 9/15
<b>Workplan, including allocation of budget, tasks, and resources</b>	
The proposal budget and resources allocated are clearly outlined, justified and reflect value for money.	5 points
The workplan and KPIs are aligned with the proposal's overall objective, including the management of the relevant risks identified.	5 points
<b>Consortium fit for purpose</b>	
The applicants represent the right competencies, skills and expertise per the proposal scope, and they have differentiated, clear and specific roles. Specifically for Topic 2, additional end-users beyond the mandatory ones will be considered a plus.	5 points
<b>Strategic fit</b>	Max. scoring 15
	Threshold 9/15
The proposal and described expected outcomes and impacts are aligned with the topic selected.	5 points
The preliminary Skills Development Strategy presented is credible and the consortium identified the skills gap and training needs to facilitate the adoption and scalability of the solution. A Final Skills Development Strategy Deliverable (that will include the summary presentation of the training material developed and the result of the training test done with the end-users) will be considered a plus.	5 points
The proposal offers an ambitious financial sustainability return to the KIC.	5 points
<b>European Dimension</b>	Max. scoring 10
	Threshold 6/10
The consortium demonstrates pan-European outreach, and the budget is fairly distributed across different countries.	5 points

The proposal meaningfully addresses the RIS aspects (engagement of RIS countries in the activity and impact generated in RIS countries by the result(s) exploitation)	5 points
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The external evaluators will independently assess each proposal using a dedicated evaluation tool. The independent external evaluators will meet in a consensus meeting chaired by an external rapporteur to discuss and build an agreement. The rapporteur will address any notable divergences between the evaluators and prepare the final Summary Evaluation Reports (ESRs).

## 5.4 Strategic assessment and portfolio selection

Starting with the highest-scoring proposal and proceeding in descending order, a selection will be made of the best-ranked proposals that meet or exceed the thresholds in both individual criteria and overall (consensus meeting results). Only proposals requesting aggregated financial support equalling no more than 200% of the available budget per topic will be passed to the strategic assessment and portfolio selection.

The strategic assessment consists of a remote assessment and a hearing totalling up to 20 additional points. Proposals that do not reach or exceed the threshold of 12 points on this assessment will not be considered for the final selection.

### Remote assessment

Each proposal will be evaluated by the Thematic Pillar Director (Portfolio fit) and one IC Managing Director (Ecosystem fit). They will assign a maximum of 10 additional points by assessing the following 2 criteria:

Criteria	Description of criteria	Max Score
Portfolio fit	The proposal reinforces EITM's portfolio of technological solutions and supports business owners	5 points
Ecosystem fit	The proposal contributes to strengthening and expanding the EIT Manufacturing innovation ecosystem	5 points

### Hearing

The hearing jury is composed of 3 members from EIT Manufacturing Management Team and from internal subject matter experts. The hearings will be held online. Proposals may be represented by a maximum of 3 persons. Only individuals mentioned in the proposal

and involved in project implementation can represent the proposal during the hearing. No consortium participant may provide more than 1 person for the hearing.

The total duration of the interview is approximately 30 minutes. The first part is the team pitch of the proposal to which 10 minutes are allocated. The rest of the time is dedicated to questions and answers (Q&A).

The team should convincingly build the pitch considering the evaluation criteria. The panel will ask questions to clarify various aspects of the proposal in line with the evaluation criteria and the ESR.

Instructions on how to prepare for the hearing will be provided via email to the corresponding applicants together with the invitation to the hearing.

A maximum of 10 additional points will be assigned by assessing the hearing performance as follows:

Criteria	Description of criteria	Max Score
Hearing performance	<ul style="list-style-type: none"><li>• Credibility and quality of the pitch delivered</li><li>• Cohesion and motivation of the consortium</li><li>• Clarity on the responses to the questions asked</li><li>• Responses to issues and concerns expressed in the external evaluation ESR, if applicable.</li></ul>	10 points

## Portfolio selection

The Thematic Pillar Director in charge presents the revised final ranking, which incorporates the strategic assessment scores. This final ranking will undergo discussion with the EIT Manufacturing Management Team members in the portfolio selection meeting. Proposals will be selected based on the final ranking and available budget.

High-quality proposals not selected due to budget constraints will be placed on the reserve list.

## 5.5 Call Report and Stand-still period

At the end of the evaluation process and when the portfolio selection is completed, EIT Manufacturing sends the Call Report & the Final ranking list to the granting authority (EIT) and applies a stand-still period of 30 days before signing agreements with the selected recipients, in order to allow the granting authority to verify compliance with the procedural requirements.<sup>18</sup>

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<sup>18</sup> According to Rules on pages 127-129 of the Horizon Europe MGA ([https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/agr-contr/general-mga\\_horizon-euratom\\_en.pdf](https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/agr-contr/general-mga_horizon-euratom_en.pdf))

## 5.6 Communication of results and negotiation period

EIT Manufacturing will inform by email all proposals leaders within 5 working days after the evaluation is completed.

The applicants might receive 4 types of evaluation feedback:

- The proposal is accepted for funding. The proposal has a high evaluation score and is selected for funding based on available budget assumptions.
- The proposal is accepted for funding with conditions. The proposal has a high evaluation score and is selected for funding based on available budget assumptions. Conditions for changes will be provided by EIT Manufacturing. Changes shall be done and re-submitted on time.  
If the Proposal Leader fails to comply with the requested conditions or does not respond by the time allocated, the proposal will be rejected and the next proposal on the ranking list will be then proposed for funding.
- The proposal is rejected. The proposal has failed to reach the threshold of an individual evaluation criterion or the overall threshold and is therefore not considered for funding.
- The proposal is retained in the reserve list: the proposal has passed all thresholds but due to budget constraints it cannot be funded. In case of finally unused budget, the proposal might become eligible for funding, e.g., in case a proposal accepted with conditions is not funded. The duration of the reserve list is up to the end of 2025.

The evaluation results will be provided to all applicants. The changes will need to be implemented in the proposals within 10 working days.

As soon as the communication of results is done, the successful participants will receive contractual documents to be signed with EIT Manufacturing, including:

- Internal Agreement – long-term partnership within Horizon Europe Framework
- Financial Support Agreement - long-term agreement regarding financial support to third parties under Horizon Europe

In parallel, each participant will need to provide additional documents to EIT Manufacturing, such as:

- Legal and financial documents (depending on the legal form of the participant and if requested by EIT Manufacturing)



## 5.7 Procedure for complaints and appeal

The Activity Leader of a rejected proposal who disagrees 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 Activity leader will have 5 working days after receipt of the final evaluation results to submit an appeal to EIT Manufacturing by sending an email to [support@eitmanufacturing.eu](mailto:support@eitmanufacturing.eu) according to the Appeal procedure document linked to the Call (see document Appeal procedure).

# 6. Other Terms and Conditions

## 6.1 Dissemination, communication, and exploitation

Applicants should engage in dissemination, communication and exploitation of the results of the activities. Applicants need to respect the provisions of Article 16 regarding the Intellectual Property Rights (IPR) — Background And Results — Access Rights And Rights and Article 17 regarding Communication, dissemination and visibility rules of the (Model) Grant Agreement<sup>19</sup> including branding guidelines and obligations. Communication activities and infrastructure, equipment of major results funded by the grant must display the KIC's logo with the following text: “KIC [name] is supported by the European Institute of Innovation and Technology (EIT), a body of the European Union”).

## 6.2 Exclusion Criteria

Applicants will be excluded from participating in the call if they are in any of the situations of exclusion defined in Article 136 of the EU Financial Regulation<sup>20</sup>. All members of a consortium shall sign a Declaration of Honour to confirm that they respect the above-mentioned criteria at the application stage. All applicants selected for funding shall provide if requested by EIT Manufacturing, relevant recent documentation substantiating the Declaration of Honour at the latest before signing the agreements mentioned under point 5.6. Failure to provide adequate documentation may result in the exclusion of the applicants and the proposal concerned.

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<sup>19</sup> [https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/agr-contr/general-mga\\_horizon-euratom\\_en.pdf](https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/agr-contr/general-mga_horizon-euratom_en.pdf)

<sup>20</sup> <https://eur-lex.europa.eu/legal-content/EN/TXT/HTML/?uri=CELEX:32018R1046&from=EN>

### 6.3 Logos and Trademarks of the Applicants

The entities participating in the Call for Proposal grant EIT Manufacturing and its subsidiaries (e.g., ICs) a free and non-exclusive license to use their brand solely for the promotion, dissemination of information, organisation, management and implementation of the Call for Proposal. The applicants and EIT Manufacturing mutually acknowledge and accept that the respective trademarks are, and remain, the exclusive property of their respective owners and that no provision of these guidelines is intended to confer any rights on such trademarks, outside the provisions of the previous paragraph. Therefore, the participating entities and EIT Manufacturing will not be able to assign, sublicense or otherwise dispose of the trademarks of others, without prior written consent.

Participating entities will send their brand-related information (logos, brand guidelines and any other relevant communication material) as requested by EIT Manufacturing, to support@eitmanufacturing.eu in vector format or image format with at least 300 dpi.

### 6.4 Confidentiality

EIT Manufacturing undertakes to use any Confidential Information shared by the entities solely for the Call for Proposals. Confidential information shall mean data and/or information that is proprietary to or possessed by the entities 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 prior written authorization of the entity concerned; and (ii) not to use them for purposes other than those strictly necessary for this Call for Proposals.

Confidential Information may be shared among EIT Manufacturing and its subsidiaries (e.g. ICs) solely for the Call. 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 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.

## 6.5 Intellectual Property

Participating entities agree to respect IPR Rules (Article 16) of the (Model) Grant Agreement<sup>21</sup>.

Participating entities also agree to respect the EIT Manufacturing IP Policy available on this link.

## 6.6 Disclaimers

EIT Manufacturing denies all liability for an applicant's participation in the call for proposal.

Applying does not establish a grantor-grantee relationship between applicant and the EIT Manufacturing as the final decision will be made after the evaluation process and the final confirmation of acceptance of the application and all other procedures mentioned herein.

These call for proposals' guidelines may be subject to changes/updates. In such a case, the changes will be communicated publicly (published) transparently and clearly. Applicants having already applied will also be informed in writing.

## 6.7 Processing of Personal Data

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 by Directive 95/46/EC (General Data Protection Regulation). As a data subject, you have the right to 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](mailto:dpo@eitmanufacturing.eu). In the case of complaints, you can address them to the French regulator CNIL.

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<sup>21</sup> [https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/agr-contr/general-mga\\_horizon-euratom\\_en.pdf](https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/agr-contr/general-mga_horizon-euratom_en.pdf)

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

By submitting your application for this call, you consent that EIT Manufacturing will collect, transfer, process, store and delete your data in accordance with the aforementioned conditions.

Details concerning the processing of your personal data are available in the privacy statement in the submission tool.

## **6.8 Applicable Law**

The present call is governed by the applicable European Union laws (i.e. the EIT Regulation, the EU Financial Regulation and the Horizon Europe Regulation) and is complemented, where necessary, by the laws of France. The applicants agree to observe the obligations outlined in the (Model) Grant Agreement<sup>22</sup> 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 application is successful.

## **6.9 Rights to activate audits**

EIT Manufacturing retains the right to activate an audit on the funded activities in case of alerts and/or to confirm governance and proper usage of the grant.

EIT Manufacturing keeps the right to request any data related to the activity for 5 years after completion to ensure transparency and allow monitoring from EIT.

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<sup>22</sup> [https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/agr-contr/general-mga\\_horizon-euratom\\_en.pdf](https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/agr-contr/general-mga_horizon-euratom_en.pdf)