

EIT RawMaterials

Call for KAVA 13 RIS Innovation

Instructions and process description

October 2024

1. Purpose and scope of this document

This document describes the process for preparation, submission, evaluation and selection of Proposals in response to the KAVA 13 call, launched by the EIT RawMaterials (EIT RM) for RIS Innovation KAVA Projects (RIS Innovation KAVA – KIC Added-Value Activity in EIT terminology).

Before submitting a Proposal, you are required to register your intention to do so and are recommended to contact the Co-Location Centre/Innovation Hub staff and the Thematic Officers/Senior Advisors that can offer further advice.

All project participants involved in the submission of a Proposal in response to this call should read the following documents carefully:

- The present document (call text) [B]
- *EIT RawMaterials RIS Innovation Proposal Guidance and Template for complementary information* [B]
- *EIT RawMaterials communication and dissemination guidance* [B]
- *EIT RawMaterials Project Management guidance* [B]
- The *Lighthouse Appendix* that outlines the topics and criteria for application through the Lighthouses programmes renamed “Circular Societies”, “Responsible Sourcing”, and “Sustainable Materials”. [I]
- *Go-to-market strategy for RIS innovation projects – Process and guidance* [B]
- *The Strategic Agenda 2021-27 of EIT RawMaterials* [I]
- FAQ (Frequently Asked Questions) that will be posted in the online Proposal submission platform “Seedbook” (<https://seedbook.eitrawmaterials.eu>), also containing explanations of the

terminology used in this document; Project Coordinators should check this section regularly to ensure that they are fully informed and updated on important matters such as eligibility and evaluation criteria, advice on the compilation of the Proposal, costs and cost allocation. [I]

It is important to note that the documents listed above will be referred to in the Project Agreement and be either binding on the parties or used for interpretation of the parties' obligations defined in the Project Agreement. Documents are marked above with a letter into brackets after the name of the document between binding (B) and for interpretation (I).

Definitions and acronyms are in Annex II.

2. Project call and selection process

EIT RawMaterials is dedicated to advancing innovation within the raw materials value chain, nurturing groundbreaking ideas and projects that have the potential to make a significant impact. As part of our commitment to sustainable growth, we are also actively developing our financial sustainability strategy, as mandated by the EIT. The RIS Innovation KAVA Projects are to contribute to these goals.

2.1. General rules and guiding principles

- RIS Innovation KAVA Projects are innovation Projects based on validated technologies that need additional step(s) for testing, demonstration, proof of concept and up-scaling prior to commercialization. The purpose of these Projects is to support good technologies, products, and services that are currently under development in RIS countries to reach market entry.
- The RIS Innovation KAVA Projects will be **implemented** in 2 phases, but the **consortium applies only once** for both phases.
 - 1) **In Phase 1** technology, product or service owner will have 1 year to test and pilot their solution with an industrial partner in the Project consortium. During this time the solution needs to be validated. Validation should focus on countries where market research suggests there are the best opportunities for commercialization of the solution. The solution owner and the industrial partner (acting as a validation partner for testing the feasibility of the solution and proof of concept) are key participants in this Project.

After the Phase 1, the Project progress and results will undergo interim evaluation by EIT RawMaterials Management Team. The decision will be made on whether the Project can continue by progressing to Phase 2 and receive further support. The interim evaluation will be based on the following points: a. Execution of Phase 1 including positive results from the validation of the solution;

b. Updated plan for Phase 2 implementation based on progress results of Phase 1; c. Clear view on the plan for market entry. **In case of a positive decision by EIT RawMaterials the Project will be provided with further funding in Phase 2 with a maximum duration of 1.5 years**, and Proposal of shorter duration will be favourably evaluated.

- 2) In **Phase 2** of the Project, the solution needs to be scaled up (i.e. testing the solution at an industrial scale), which could already generate revenues during the Project. At this phase the consortium can add additional partners into the Project (i.e. off-takers or other commercial partners).

RIS Innovation KAVA Projects must aim for market introduction and/or a commercial use within 2 years (or less) after the end of Phase 2 of the Project, and Proposal of shorter duration for market introduction and/or a commercial use will be favourably evaluated.

- Projects that aim for commercialization within the Phase 2 of Project duration will be evaluated positively. The Proposal must clearly state who (which partner) will be responsible for commercialization and outlining a plan for market introduction. There can be only 1 commercializing partner. **The Project should outline the Commercialising partners' profile and/or main characteristics and must demonstrate that they have experienced marketing/finance/sales people on the team.**
- **RIS eligible countries are:** a) EU Member States: Bulgaria, Croatia, Czechia, Estonia, Greece, Spain, Italy, Cyprus, Latvia, Lithuania, Hungary, Malta, Poland, Portugal, Romania, Slovenia, Slovakia; b) Horizon Europe Associated Countries: Montenegro, North Macedonia, Serbia, Türkiye, Ukraine and c) Outermost Regions: Guadeloupe, French Guiana, Réunion, Martinique, Mayotte and Saint-Martin (France), the Azores and Madeira (Portugal), and the Canary Islands (Spain). From (including year) 2025 onward Israel, Albania and Bosnia and Herzegovina will also be RIS eligible.
- All Projects must lead to specific deliverables and outputs over a defined timeline (min. 1 deliverable and 1 output per year).
- Projects will be financed by EIT RawMaterials (the KIC) only for a defined duration.
- Proposals must meet the highest expectations and performance on the creation of impact (please refer to Strategic Agenda 2021-2027 and this call text). This is mainly measured by achieving Core KPIs.
- Only the Proposals that are fully aligned with the EIT RawMaterials 2021-2027 Strategic Agenda and this call text will be considered for funding. In particular, the Proposal should address at least one of the topics listed in the [Lighthouse](#) Appendix and should be developed in close cooperation

with the KIC staff that have been assigned to the Proposal. Proposals that do not address the topics listed in the Lighthouse Appendix will be considered for funding but will be given lower priority.

- The EIT RawMaterials Lighthouses are the following:
 - Circular Societies
 - Sustainable Materials
 - Responsible Sourcing
- **RIS Innovation KAVA Projects need to be based on a solid market analysis**, covering important aspects such as the business environment (e.g., technical, regulatory, social, environmental and political aspects, user needs and targeted applications, customer value proposition, target market(s) (e.g., size, structure, growth potential, segmentation), risk assessment, design or market studies, and intellectual property exploration. A preliminary market analysis must be included in the Proposal and will need to be updated throughout the duration of the Project. Projects with higher TRL level will be evaluated positively. The Go-to-market strategy will be updated throughout the duration of the Project and enable go/no-go decisions following quarterly or annual reviews. No-go decisions may result in various consequences, such as suspension or discontinuation of the funding.
- The technology must be at Technology Readiness Level (**TRL¹**) of **at least 6** at the beginning of the Project, corresponding to a “technology validated in relevant environment”. Documented evidence must be provided in the application to substantiate in detail how this will be achieved. The Project may be deemed to be ineligible without such evidence. Additional points are awarded during evaluation if TRL is higher.
- At the end of the Project, the technology is expected to **have reached a TRL of at least 8**, corresponding to a “system complete and qualified”. Information must be provided in the Proposal to substantiate in detail how this will be achieved. The Project may be scored very low or even deemed to be ineligible without a detailed and convincing substantiation of this condition.
- EIT RawMaterials would like the RIS Innovation KAVA Projects to be completed in 1+1.5 years (Phases 1 and 2) maximum. The Proposal coordinator must send such request to EIT RawMaterials in writing a minimum of 30 days before the Proposal submission deadline.
- Selection of the Proposal application for funding qualifies the Project to Phase 1, but does not automatically mean, that the Project proceeds to Phase 2. It will be subject to interim evaluation after the completion of Phase 1.

¹ Definitions of Technology Readiness Level (TRL) 1 to 9 are given in FAQ document.

- Consortia are encouraged to consider offering our EIT RM Alumni an internship in their Project and/or a site visit. Our Alumni are past or present participants in EIT RM Education, Innovation or Business Development activities and we strongly encourage you to register to the EIT Raw Materials Alumni community that is open not only to students. Indeed the EIT RM Alumni Association would assist in the logistics involved in an internship or study/project visit.

2.1.1 Financial Sustainability Mechanism and Partner Co-funding

Financial Sustainability Mechanism (FSM)

EIT RawMaterials is committed to supporting the best ideas and Projects with the highest potential to generate impact in the raw materials value chain, as well as to developing its financial sustainability strategy as mandated by the EIT. EIT RawMaterials requests a return on investment (ROI) in the event of success. The definition of success is related to the successful commercialisation of the project, shall be defined at the time of proposal submission and will be negotiated and agreed upon with EIT RawMaterials after project approval. If the success conditions are met, EIT RawMaterials will consider any types of backflow mechanisms, including the following :

Revenue sharing: EIT RawMaterials receives a percentage of the revenue generated from the project in the event of success. The amount of backflow can be capped to an amount equaling the EIT funding received by the consortium plus a project-specific, risk-related mark-up to be defined for each individual case. Additional flexibility options include:

- Threshold from whereon the payback period starts (e.g. certain revenue threshold to be defined; positive gross margin threshold; break-even threshold)
- Use of operating profit or free cash flow instead of revenue as baseline is possible if a higher percentage share than in the case of revenue is presented
- Backflow start point from whereon the payback is due (FSM standard clause of not later than 2 years after project end)
- Backflow end point until when payback is due (standard clause of 5 years after start point)

Equity : EIT RawMaterials receives a percentage of the share capital of the Project company. This investment structure, that will be scored positively, entails:

- Valuation and shareholding % for EIT RawMaterials
- Investment terms and articles of association
- Shareholder agreement

- Any related party issues / contracts
- Corporate governance and board representation

Hybrid FSM : composed of revenue sharing (RS) and Equity (E) under conditions described above, in a ratio RS / E to be defined in the proposal.

EIT RawMaterials seeks for Projects to be structured as separate companies, operating at arms' length from the commercialisation partners. The proposal should indicate the proposed structure through which the investment would be made, for example, the participation in the equity of the company undertaking the project or the participation in the equity of a spin off special purpose company (SPC) through which a project is undertaken with one or more sponsors.

Any alternative funding structures would be considered on an exceptional basis and for specific reasons. Additional opportunities and services provided by EIT RawMaterials such as successful access to investors and customers will be charged separately (e.g. milestone and/or success fee) according to the Terms and Conditions of EIT RawMaterials (please approach your respective local contact point). Details of the investment will be negotiated prior to the signing of the Project Agreement (PA) and will be outlined in the PA. The option selected for investment must be outlined in the proposal to a sufficient level of detail that will allow a proper assessment of the project's risks and benefits. If the Project is recommended for funding, the details of the investment terms must be fully defined and agreed upon in writing by both parties before the Project starts. Funds will be released only after both parties have finalised and executed documentation.

Co-funding

The co-funding contributed by the Project consortium should be minimum 20% of the total funding (NOT 20% of the EIT funding) requested. Projects that provide a higher co-funding will be evaluated positively. The co-funding contributed by each partner does not need to be proportional to the funding allocated.

2.1.2 Budget, funding and costs

From 2023 the EIT and EIT RawMaterials change their operational modality to the so-called cascading system. Therefore, selected Projects will be following cascading modalities to administer the funding. The practical implementation details are currently being developed between the EIT and EIT RawMaterials, and will be to ensure eligibility and compliance under the Grant Agreement(s) to be

signed between the EIT and EIT RawMaterials, as well as Project Agreement(s) to be signed between EIT RawMaterials and the selected activities. Further details will be shared whenever they become available, either through amendment of the call, or updates to all applicants. EIT funded activities are part of Horizon Europe, general funding and cost eligibility regulations are governed by the Horizon Europe Annotated Model Grant Agreement (AGA).

Expected funding and project duration

The exact number of Projects to be funded in the framework of this call will depend on the quality of the received Proposals and the total available funding.

It is expected that the budget for each Project will be in 1st year, app. 500,000 EUR of EIT Funding (Phase 1) and in case of successful interim evaluation and continuation to Phase 2 additional 300-500k of EIT Funding. The total funding shall not be higher than EUR 1.000,000 for both Phase 1 and Phase 2, with maximum of 2.5 years duration.

Funding is disbursed on a yearly basis, with a certain percentage of pre-financing being paid as a lump sum during the course of the year, and a balance payment being paid during the following year on an actual-cost basis. Partners are expected to have at their disposal certain liquidity reserves for the periods between payments. A set of requirements, updated and communicated by EIT RM yearly, must be fulfilled before receiving any funding. All payments are conditional on the project implementation. Balance payments are conditional on fulfilling the cost eligibility rules and may be subject to an audit.

Cost eligibility

Specific tasks may be attributed to subcontractors, as long as the necessity is clearly justified and follows the general Horizon Europe principles (see [Horizon Europe Annotated Model Grant Agreement](#) for more information). Please note that only a limited part (in budget and scope) of a Project may be subcontracted; depending on the scope of the work to be provided, it may be necessary for the entity to become a partner.

It is possible to add other partners to the consortium after the Project selection, but without changes to the total KAVA budget allocated to the Project. Those partners have to be formally named to and approved by EIT RawMaterials, and in case of a non-member to submit an EIT RawMaterials membership application. Please find an overview of Partner Categories available for Members to choose from in Annex I.

Regardless of the funding source, if an entity incurs costs as part of a KAVA they need to become KIC partners (with the exception of the RIS Task Partners). In other words, non-members who receive funding, or who incur costs as a result of a KAVA (even if the funding is brought in by them) need to become partners, supply all documents and pay fees; they need to report their costs, be subject to eligibility, etc. like any regular partner. Non-members who participate in a KAVA but receive no funding and incur no costs in the Project do not need to become partners. They need to sign the Project Agreement (PA), however, because this includes statements on IP, confidentiality, etc. that still need to be respected.

Above and beyond the specific EIT RawMaterials Eligibility criteria, all Projects must comply with Horizon Europe and EIT rules, and with the conditions set in the new EIT RawMaterials Partnership Agreement.

2.1.3 Activity implementation and reporting

A detailed work plan must be provided for Phase 1 (1st year) and Phase 2 (2nd year) at the time of Proposal submission. The work plan must contain major milestones to be achieved during each of the year(s) of the funding period, including main deliverables and description of the envisaged Project status.

Deliverables must include a mandatory Final Report and an explanation of whether and how the KAVA Project will be continued by the partners. The Final Report must include a Conclusion.

In case some KPIs are planned outside of the funding period, the Proposal should also include a work-plan for the following period after the Project duration consisting in additional KPIs which implementation and compliance should be documented in annual reports (“Legacy Reporting”), as well as a work-plan for reporting revenues generated thanks to the results of the Project.

All Projects will be tracked by KIC and their progress will be assessed during the Project duration and up to five years after the end of the funding period. This includes onsite visits on short notice to control effective implementation of tangible milestones. Revenue tracking remains for as long as the FSM agreement is in effect.

Milestones achievements, as reported by the Consortium and assessed by KIC, will be scored by KIC based on various criteria such as GTM strategy quality, risk management, project and agile change management, project progress.

Non-compliance with Milestones, or lack of reporting, which might result in impossibility to achieve a commercial use within the period defined in the Project may result in various sanctions which can go up to funding suspension or freezing, or the Consortium's obligation to repay the funds.

2.1.4 Re-application

In the case of a reapplication, it is mandatory to highlight the improvements made.

If a Proposal has already been supported with previous funds, please indicate them with the name of the project as well as the source of funding.

2.1.5 Confidentiality, data protection and ethical considerations

Access to the Proposals will be given to EIT RawMaterials Management Team and to the evaluation panel conducting the evaluations. Everyone with access to the Proposal texts will have signed a non-disclosure and confidentiality agreement before access is granted.

If a Proposal is approved for funding, the full details of the approved Project will be communicated to the EIT as part of an update of the proposed Business Plan 2023-2025, where it will be included in EIT's evaluation of the Business Plan.

The title, scope, summary, name of partners in the consortium, name of coordinator and overall budget of Projects approved for funding will be shared within the EIT RawMaterials community, and therefore will be made publicly available (e.g., on the EIT RawMaterials' website, in presentations at conferences etc.). Public dissemination of the Project's main results and outcomes is a mandatory condition for funding, and will be arranged jointly by the consortium and EIT RawMaterials staff taking into account the consortium's legitimate confidentiality requirements.

All data and information related to the Proposal and its evaluation will be handled and stored in the 'SeedBook' platform according to EIT RawMaterials' customary procedures. The EIT RawMaterials' Code of Conduct will be followed throughout the evaluation process. External evaluators will receive specific instructions on the evaluation process, and access to the Proposals will be granted to each Evaluator only after the upload of her/his 'Evaluator Agreement' with provisions on confidentiality, conflict of interest and code of conduct.

All applicants are obligated to disclose any conflict of interest they might be facing as soon as they identify it, and shall comply with the principles of transparency, non-discrimination, and sound financial management.

2.2. Proposal preparation, submission, evaluation and selection process

2.2.1. Proposal registration and preparation

The Innovation Hub and RIS hub staff provide guidance and support in order to:

- Set up a solid consortium and find missing partner(s) if required;
- Advise and support the consortium with their project proposals to ensure they are in line with the evaluation criteria.

It is **a requirement to register your intention to submit a proposal** and a recommendation to contact Innovation Hub staff before submitting the Proposal using the Seedbook platform (<https://seedbook.eitrawmaterials.eu>).

Proposals must be registered by

- Friday 17th January 2025 at 13.00 CET (Berlin time) for cut-off 1
- Friday 28th February 2025 at 13.00 CET (Berlin time) for cut-off 2
- Friday 30th May 2025 at 13.00 CET (Berlin time) for cut-off 3
- Friday 29th August 2025 at 13.00 CET (Berlin time) for cut-off 4
- Friday 28th November 2025 at 13.00 CET (Berlin time) for cut-off 5

The registration form will become available through Seedbook on 17 October 2024. Following registration, the proposal will be assigned to a Project Officer who will be the primary point of contact with the Project Coordinator throughout the submission process. Note that Project Coordinators will be able to access the online proposal submission template only after their project has been registered and assigned to a Project Officer.

It is mandatory for all Candidates to register in the European Commission's Funding and Tenders Portal and obtain a Participant Identification Code (PIC) number.

2.2.2. Proposal submission

The Proposal submission can take place at the aforementioned cut-off dates, with a proposal that must contain sufficient and mandatory information for a comprehensive evaluation.

The attached *RIS Innovation Project proposal: Guidance and Template for complementary information* offers guidance for the content of the proposal.

The Proposal must be completed and uploaded in SeedBook by one of the above cut-off dates using the SeedBook online platform.

2.2.3. Proposal evaluation and selection proces

The **Proposals** will be evaluated according to three sets of criteria:

Eligibility criteria - mandatory requirements (**Proposals that do not meet all eligibility criteria will not be considered for further evaluation**), as described in section 2.3 below;

Quality criteria - quality criteria against which the collected Proposals will be scored and ranked by external evaluators, according to the evaluation grid presented in section 2.4 below. The Quality criteria include the evaluation of the 'Market Analysis' and the 'Communication and Dissemination' WPs (Sections 1-3 and 6 of the Quality Criteria evaluation grid, respectively).

Strategy criteria - strategy criteria against which the collected Proposals will be scored and ranked by the EIT RawMaterials Management Team, according to the evaluation grid presented in section 2.5 below.

Eligible Proposals will be selected based on the quality and strategy criteria ranking. Strategy criteria (EIT RM evaluation) account for the 50 % of the final score, and Quality criteria (external evaluation) account for 50%.

Proposals' quality will be evaluated by a panel of external experts appointed by the EIT RawMaterials Management Team. EIT RawMaterials will strive to achieve balance in the Evaluators' gender and geographic provenance.

- All members of the evaluation panel will sign non-disclosure and conflict of interest agreements.
- A minimum of three experts will be assigned to the evaluation of each Proposal.
- In the first step, these assigned experts evaluate each Proposal remotely using the criteria set out in the 2.4 Quality Criteria grid.
- Final evaluation of all Proposals is conducted by the entire panel (with the exclusion of any member with a conflict of interest). The strengths and weaknesses of each Proposal as perceived by the panel will be documented and communicated to the Project Coordinator once the evaluation process is completed.
- EIT RawMaterials staff and management will act as the facilitators of the panel and facilitate the discussion during evaluation panel meetings but will otherwise not take part in the evaluation process.

Proposals' strategy will be evaluated using the criteria set out in the 2.5 Strategy Criteria grid.

The final selection of all Proposals is conducted by the EIT RawMaterials Managing Board using the same criteria. The strengths and weaknesses of each Project will be documented and communicated to the Project Coordinator once the evaluation process is completed.

Based on the evaluation, ranking, overall available funding and the mandatory EIT requirement to allocate at least 10% of the total EIT budget to RIS activities, the EIT RawMaterials Managing Board will propose a portfolio of Projects from this call to be funded. The Executive Board will approve the portfolio of Projects to be included into the EIT RawMaterials Business Plan.

Successful and unsuccessful Candidates will be informed via email within five working days following the day of the final decision by the Executive Board. Coordinators of Projects that are selected for funding will also receive the feedback from the evaluation panels. The feedback may include a list of requested changes that must be made by the Project Coordinator before the Project can be given the final approval.

A standstill period of 30 days shall be in effect.

Once the Project is selected, the implementation of the activities will be monitored by the EIT Raw Materials team.

Also following approval by the Executive Board, Coordinators of Projects that were not selected for funding will be informed. They will receive evaluation feedback as soon as it is finalized. An appeal and redress procedure will be available, see chapter 2.8.

2.3 Eligibility criteria

Eligibility will be checked at the time of Proposal submission and at the time of signing the Project Agreement, and applied throughout the Project's funding period. In line with Horizon Europe rules, proposals that do not meet all the eligibility criteria at the time of **Proposal** submission will be deemed ineligible and will not be evaluated. Proposals that do not meet all the eligibility criteria at the time of signing the Project Agreement will be deemed ineligible and will not be funded. After the signature of the Project Agreement, EIT RawMaterials will not consider any changes that impact on eligibility criteria, and the Project will be immediately terminated if these are not met. The following eligibility criteria apply to RIS Innovation Proposals:

- The Proposal must meet all General Rules and Guiding principles as listed and described in section 2.1.

- It must clearly explain how the Proposal is aligned with the Strategic Agenda 2021-27 of EIT RawMaterials and this call text.
- It must clearly explain how the Proposal addresses one or more of the topics listed in the Lighthouse Appendix.
- The co-funding contributed by the Project Consortium should be minimum 20% of the total funding (NOT 20% of the EIT funding). Co-funding exceeding 20% will be evaluated positively, but does not replace the financial sustainability mechanism requirement.
- The Proposal must include a strategy and a tentative plan for the financial sustainability mechanisms as outlined in Section 2.1.1.
- The Project Consortium must consist of a minimum of two Project participants, coming from a minimum of two different countries, and a maximum of 4 Project participants. Larger consortia can only be considered in exceptional cases and with a very sound justification based on clear role for each Consortium Partner, only after approval by the EIT RawMaterials, that needs to be asked for a minimum 30 days before the project Proposal submission in writing.
- The project proposal coordinator must be a Core or Associate Partner (or Linked Third Party to a Core or Associate Partner) of EIT RawMaterials by the time the Project starts.
- No more than 80% of the grant can go to one of the partner.
- The project Consortium must include Project participants from at least two sides of the knowledge triangle (education, research, industry/business - as defined in the Partner registration documentation).
- Project participants that are non-members are eligible to apply only if they submit an EIT RawMaterials membership application before the project starts. Failure to apply for EIT RawMaterials membership will result in their removal (including the requested funding) from the Proposal (note that the Project will be immediately terminated if eligibility criteria are not met at this stage).
- Proposals need to comply with the following conditions of Regional Innovation Scheme (RIS):
 - a) The majority of RIS Innovation Proposal's activities are executed in RIS countries;
 - b) Activities need to provide benefits for RIS countries;
 - c) Activities need to raise the innovation level of entities in RIS countries;
 - d) Activities must be coordinated by a partner from a RIS eligible country;

- e) Activities contribute to at least a reasonable and preferably significant amount of EIT Core KPIs (reported as achieved in a RIS eligible country);
- f) More than 50% of EIT funding requested by the Consortium must be allocated to RIS partners.
- A detailed work plan must be provided for phase 1 (1 year) and phase 2 (1 year) at the time of Proposal submission. The work plan must contain major milestones to be achieved during each of the year(s) of the funding period, including main deliverables and description of the envisaged Project status.
- All Proposals must include a 'Project Management' Work Package, following the guidelines included in the document '*EIT RawMaterials Project Management guidance*'. The Project should be managed by a Project manager (PM) with relevant expertise in managing complex Projects.
- All Proposals must include a 'Dissemination and Communication Plan' Work Package, following the communications guidelines included in the document '*EIT RawMaterials Communication and dissemination guidance*'.
- A Preliminary Market analysis must be included in the Proposal.
- All Proposals must include into their activities plan a Go-to-market Strategy as a mandatory Deliverable at the end of Phase 1 of the Project (M12), following the guidelines outlined in the document '*Go-to-market strategy for RIS Innovation Projects – Template and guidance*'.

2.4. Quality criteria

Weight	Description of Criteria
5	<p>1. Commercial Potential / Go-to-Market</p> <p>To what extent does the core idea have the potential to be a future commercial success that is in line with the strategic agenda of EIT RawMaterials?</p> <p><i>Expected competitive advantage vs. other solutions (already available in the market or in development). Preliminary business opportunity assessment: value proposition to target customers, market size and expected growth, ability to bring the solution to the target customers, etc. Clear description of the IP management: background IP, ability to generate new IP, ability to protect, and valorize IP among partners and eventually with the support of the KIC.</i></p>

5	<p>2. Project plan</p> <p>To what extent is the Project plan clear and feasible – with information about what the TRL levels are as well as how the Project will develop the idea and associated technology(ies) from their current level to TRL8 and beyond?</p> <p><i>Clear definition of Project objective and overall identifiable output. Clear definition of work packages (WP) with concrete objectives, tasks and measurable deliverables (including for non-technical aspects of the Project, e.g., marketing, finance, IP, stakeholder management, regulatory, etc.). Clear Project schedule, with well-defined milestones. Risk management: Identification of key risks (with regards to technology, market, regulatory, financial, stakeholders, managerial etc.) and effective mitigation measures. A level of excellence is expected on the content and description of the work packages to generate optimal impact</i></p>
5	<p>3. Consortium</p> <p>To what extent does the Project Consortium have the competencies to implement the Project plan.</p> <p><i>Soundness of the Consortium: Quality and relevance of the leading partner, Involvement of relevant industrial partner(s). Roles and governance: Clear definition of roles corresponding to the specific strengths of each partner, clear definition of Project governance structure and of coordination mechanisms among partners.</i></p>
6	<p>4. Innovation</p> <p>How relevant and feasible are the innovation proposed and its development? To what extent is the solution innovative 1) relative to global markets and 2) in the specific market where it will be introduced.</p> <p><i>Technical feasibility of the solution based on the technology(ies) currently available to Consortium partners.</i></p>
6	<p>5. Impact</p> <p>What is the problem that the Project solves and how big is that problem? How large is the impact that the Project will generate outside the Consortium?</p>

	<i>The potential impact is well presented on a global scale (if relevant) as well as on the European scale. Creation of synergies with other actors in the local ecosystem to create an impact beyond the individual Project itself</i>
3	5. Communication and dissemination Soundness and effectiveness of the communication and dissemination strategy relative to the scope of the Project. <i>Compliance with EIT requirements and proactive communication and dissemination plan. Clear dissemination strategy and application (to other countries, on-going initiatives and programmes, links to development in other materials, themes, markets, audiences, partners, etc.).</i>

Total weight =30

The score given for each criterion by the panel will then be multiplied by the weight. Maximum score is 150 = 30 (total weight) * 5 (maximum score for each criterion). These quantitative scores will be used as input for the consensus evaluation panel.

2.5. Strategy criteria

Weight	Description of criteria
8	1. Strategic importance / Return on Investment <ul style="list-style-type: none"> • Contribution to the KIC's financial sustainability strategy (What is the FSM proposed and what are the conditions. • Overall contribution to the KIC's objectives, strategic agenda and to the EU dimension. • Alignment of the Proposal with the conditions of the Regional Innovation Scheme (RIS).
9	2. Expected Impact for the KIC

	<ul style="list-style-type: none"> Realistic assessment of the expected contribution that the Project will make to the impact of the KIC in terms of its EIT Core and impact KPIs (see the Strategic Agenda 2021-27 of EIT RawMaterials) in relation to the requested budget, by the selection of appropriate KPIs with targets (number of jobs created, number of products launched, number of start-up created, amount of investment attracted...) and targeting a minimum of 1 (but preferably more) of the two following EIT Core KPIs: <ul style="list-style-type: none"> KPI EITHE02.4: number of innovations launched on the market with a sales revenue of at least EUR 10.000 documented, in a RIS eligible country. KPI EITHE04.4: start-ups created (in a RIS eligible country) having a financial transaction of at least EUR 10,000 for a service/product sold to customers <p>and their achievement during the funding period.</p> <ul style="list-style-type: none"> The Proposal should clearly state what is the impact of the solution KAVA co-funding brought by the Consortium beyond the minimum requirement (addressing EITHE12.1). Outline of a convincing strategy for introduction to the market within the Project funding period.
9	<p>3. Excellence of the business case</p> <ul style="list-style-type: none"> How compelling is the business case? What is the team behind the business case? This includes information on founders, their expertise, engagement, capacity, entrepreneurial/business/commercial skills, track records etc. Do their skills guarantee achieving the planned goals? Technical capacity to implement solution is well demonstrated. Assessment of the prospect for the team to deliver TRL 8-9 at the end of the Project.
4	<p>4. Completeness and Compliance</p> <ul style="list-style-type: none"> Completeness and clarity of information provided in the Proposal. Quality of the Project budget definition: clear explanation and justification of costs, proper balance of costs among partners in line with their assigned roles.

Total weight =30

The score given for each criterion by the panel will then be multiplied by the weight. Maximum score is 150 = 30 (total weight) * 5 (maximum score for each criterion). These quantitative scores will be used as input for the consensus evaluation panel.

Evaluation scale: In relation to each of the criterion (above), each Project will be scored from 0 to 5 according to the following scale, and we reserve the right to ask the applicant / consortium for pitching of the proposal, (after the eligibility check for eligible proposals only). This would contribute to the evaluation of the final proposal and scoring according to the quality and/or strategy criteria.

0	Non-existent: no relevant information provided in the application file or cannot be judged because out of range
1	Very poor: The criterion is addressed in a very incomplete and unsatisfactory manner
2	Poor: There are serious inherent weaknesses in relation to the criterion in question
3	Fair: While the Proposal addresses the criterion, there are significant weaknesses that would need correction
4	Good: The Proposal addresses the criterion well, although some improvements are possible
5	Excellent: The Proposal successfully addresses all relevant aspects of the criterion in question. Any shortcomings are minor only.

2.6. Call timeline

2.6.1. Launch of the call

Thursday 17 October 2024	Launch of Call KAVA 13 for RIS Innovation
Friday 18 October 2024	The Proposal submission platform “Seedbook” (https://seedbook.eitrawmaterials.eu) goes online

2.6.2. Cut-off 1 – for first cohort of projects

Friday 17th January 2025 at 13.00 CET (Berlin time) for cut-off 1 - and subsequently 3 months after for cut-offs 2-5	Proposal SUBMISSION deadline (Proposal is uploaded in SeedBook)
Until mid-February 2025, for cut-off 1 – and subsequently 3 months after for cut-offs 2-5	Evaluation by panel of external experts
	Preparation of list of projects for funding by KIC Management Team
End February 2025, for cut-off 1 – and subsequently 3 months after for cut-offs 2-5	Approval of list of projects for funding by KIC Managing Board & communication to partners with successful and unsuccessful proposals
Until mid of March 2025, for cut-off 1 – and subsequently 3 months after for cut-offs 2-5	Response to changes requested by the Selection Panel ('Change requests') and the Managing Board
March 2025, for cut-off 1 – and subsequently 3 months after for cut-offs 2-5	Registration of new partners
April 2025, for cut-off 1 – and subsequently 3 months after for cut-offs 2-5	Earliest starting date for selected projects with FSM conditions approved, respecting a standstill period of 30 days counting from communication to partners
	EIT approval of Project portfolio after all the requests for clarification have been satisfied (to be confirmed)

2.7. Registration and proposal submission using SeedBook

Registrations and Proposals can **only** be submitted using the IT-tool SeedBook. Project Coordinators who do not have a SeedBook account are invited to register via this link <https://seedbook.eitrawmaterials.eu> to get access to the tool and commence the Proposal submission process. Innovation Hub staff will assist in using the IT tool.

2.8. Appeal and redress procedure

Upon reception of the feedback, the applicant may wish to lodge a request for redress, if there is a concern that there might have been a shortcoming in the way a Proposal was evaluated, or if the results of the eligibility checks are incorrect. The redress procedure is not meant to call into question the judgement made by the expert-evaluators. It will consider only procedural shortcomings and factual errors.

Requests for redress should be raised within one month of the reception of the evaluation feedback sent by EIT RawMaterials, and should be sent to Compliance@eitrawmaterials.eu. Requests must:

- be related to the evaluation process, or eligibility checks.
- include a clear description of the grounds for the complaint.
- be received within the time limit specified above.

An initial reply will be sent to complainants no later than two weeks after the deadline for redress requests. This initial reply will indicate when a definitive reply will be provided. A redress committee of EIT RawMaterials may be convened to examine the evaluation process for the case under consideration. The committee's role is to ensure a coherent interpretation of requests, and equal treatment of applicants. The redress committee itself, however, does not re-evaluate the Proposal. Depending on the nature of the complaint, the committee may review the evaluation report, the individual comments and examine the CVs of the evaluation experts. Following its review, the committee will recommend a course of action to the EIT RawMaterials Operational Management Team (OMT). If there is clear evidence of a shortcoming that could affect the funding decision, it is possible that all or part of the Proposal may be re-evaluated. Unless there is clear evidence of a shortcoming there will be no follow-up or re-evaluation. The Executive Board of EIT RawMaterials will be informed of any redress procedures in due course.

Please note:

- This procedure is concerned with the evaluation and/or eligibility checking process.
- The committee will not call into question the judgment of the individual expert-evaluators, whose qualifications have been already assessed and validated.
- A re-evaluation will only be carried out if there is evidence of a shortcoming that affects the quality assessment of a Proposal. This means, for example, that a problem relating to one evaluation criterion will not lead to a re-evaluation if a Proposal has failed anyway on the other criteria.

- The evaluation score following any re-evaluation will be regarded as definitive. It may be lower than the original score.
- Only one request for redress per Proposal will be considered by the committee.
- All requests for redress will be treated confidentially.

Annex I: Partner Categories At-a-Glance

	Core Partner	Associate Partner	Project Partner	Task Partner (for RIS)
KIC (e.V.) Member	Yes	Yes	Yes	No
Governance • KIC Level	GA Attendance, right of speech, ask questions	GA Attendance, right of speech, ask questions	GA Attendance, right of speech, ask questions	No
	Full vote in GA	One delegate per CLC in GA	One of their number for all Project Partners in case of AoA amendm./ modific.	No
	In CLC Steering Committee	In CLC Steering Committee	Part of a respective regional CLC (CLC internal rules to apply)	No
• CLC Level				
Number of annual activities / Leading a KAVA	Unlimited / Yes	Unlimited / Yes	Unlimited / No	Dedicated events and activities / No
Annual KIC funding ceiling*	Unlimited	EUR 300.000	EUR 100.000 (as in proposal)	60K, selected via open call
Annual Cash contribution	EUR 100.000 as membership fee	EUR 30.000 as membership fee	EUR 10.000 as membership fee	None
Horizon Europe treatment	Third Party	Third Party	Third Party	Third Party dependent on TP Patron

Annex II: Definitions and Acronyms

DEFINITIONS:

KPI(s): Key performance indicators – quantifiable indicators of the key project results, used for reporting and controlling how successful the project is in producing the desired results.

Milestones: Significant scheduled events in the project lifecycle occurring upon achieving a key planned result.

Project: the future activity described in a Proposal. It comes into existence only once the Proposal is selected and becomes a Selected proposal.

Proposal: a written document describing a future project which a number of participants (the consortium) wish to implement after receiving funding by the KIC.

Proposal submission: the act of officially submitting a Proposal for evaluation by the KIC.

Selected proposal: a Proposal which is officially confirmed to be funded by the KIC.

Upscaling: the activity of bringing a technology to a higher TRL level.

Candidate: a legal entity (LE) working on or having completed a Proposal submission.

Project participant: a legal entity (LE) taking part in a Project; can be a former Candidate, or can enter the Project at a later stage; can be funded by KIC, or participating only through 'co-funding' (own money) or funding from a non-Horizon Europe program (like UK national funding). Must become a KIC Partner in order to be eligible to receive EIT funding. Sub-contractors are not considered participants, and KIC Partners cannot be sub-contractors in a Project, they must be a participant.

Consortium: all Project participants together form the Consortium. A Project Agreement is not valid unless all Project participants - forming the Consortium have-signed it.

Lead partner: a Project participant responsible to lead and coordinate the Consortium; the Lead partner appoints the Project coordinator.

Commercialising partner(s) - the Project participant(s) responsible for bringing the project results to the market. Depending on the situation, that might be one or more Candidates, a newly entered Project participant, or a newly created startup/joint venture.

Partner (or 'Partner organisation') means a legal entity which is a member of a KIC and may include, in particular, higher education institutions, vocational education and training providers, research organisations, public institutions, public or private companies, financial institutions, regional and local authorities, foundations and not-for-profit organisations.

Member: Legal Entity (LE) (ies) who have applied and been accepted as members of the e.V. KIC LE. Depending on the membership tier, their voting rights and funding thresholds vary.

Linked Third Party (LTP), also called an Affiliated Entity, is a legal entity which has a close relationship with a Member through shared ownership, control, or influence.

They are not a Member but can participate in a Project and then share the benefits and obligations of the Member they are linked to.

Project coordinator: a person appointed by the Lead partner, who acts on behalf of the Consortium and steers the Project activities, 'has overall responsibility for the project; is the first point of contact between EIT RawMaterials and the consortium; is responsible for entering and updating data and information in SeedBook and BlueBook on behalf of the consortium, for submitting the proposal in SeedBook and for coordinating the smooth transition into BlueBook (response to feedback, change requests, project reviews, etc.). The Project Coordinator is also responsible for 1) defining the mechanisms for the generation of the financial sustainability to the KIC and 2) the clear identification of the total amount and the entity/ies that will provide this financial sustainability (taken from the Project Management Guidance).

Project officer: a person assigned by KIC LE to accompany the Consortium throughout the project implementation. The PO is the main contact person for the PC regarding all matters concerning the Project's agreements, reporting, and other implementation topics.

ACRONYMS:

- FSM: Financial sustainability mechanism.
- ROI: Return on investment.
- PIC: Participant Identification Code.
- TRL: Technology readiness level.
- RIS: Regional Innovation Scheme.
- KAVA: KIC added value activity.