



EIT RawMaterials Accelerator Program Pilot Phase 1 Call 2018

Terms & Conditions

09 July 2018



EIT RawMaterials is supported by the EIT,
a body of the European Union

Introduction to EIT RawMaterials Call to accelerate business

This is a call to Start-Ups who consider they already have an innovative offering (at TRL4-6) - and who see the opportunity in rapidly developing this offering to the exploration, mining, mineral processing, metal & mineral & steel making and recycling industries as well as their suppliers of equipment and tools.

The call is to apply to phase 1 of the Accelerator Programme of EIT RawMaterials.

EIT RawMaterials is a partner network of 120 companies and organisations who are working together to accelerate the pace of innovation in the above raw materials sectors as well as enhance competence development. The EIT RawMaterials partner-network is also keen to adopt relevant innovations from Start-ups and SMEs. SMEs and Start-Ups are supported by the EIT RawMaterials partner network in a number of ways. In this particular call, Start-ups are encouraged to apply for phase 1 of the Accelerator Programme, which aims to support you rapidly develop your business and customer understanding so that it becomes ready for business in the above raw materials industries.

The EIT RawMaterials Accelerator Programme is novel because it can make introduction to customers in the EIT RawMaterials partner-network who are willing to adopt innovations; and, it connects local and national eco systems to the Pan-European network of pilot & test infrastructure facilities as well as potential customers. We also supply grant funding to enable your team to participate in the Accelerator Programme.

The EIT RawMaterials Accelerator Programme aims to develop Start-ups so that they can rapidly become suppliers to, and perhaps future partners of, the EIT RawMaterials network.

Submit your application to Phase 1 in Accelerator program by On- line link below using the Application form.

https://www.lyyti.fi/preview/EITRMACCELERATOR_1586

Deadline submitting your application is the 30th of July.

For more information, as well as terms and conditions, about phase 1 of the Accelerator Programme and EIT RawMaterials, please read the enclosed call text in full.

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1. EIT RawMaterials Business Creation & Support

EIT RawMaterials, initiated and funded by the EIT (European Institute of Innovation and Technology), a body of the European Union, is the largest and strongest consortium in the raw materials sector worldwide. Its vision is to develop raw materials into a major strength for Europe. Its mission is to boost competitiveness, growth and attractiveness of the European raw materials sector via radical innovation, new educational approaches and guided entrepreneurship.

EIT RawMaterials unites more than 120 partners from leading industry, universities and research institutions from more than 20 EU countries. Partners of EIT RawMaterials are active across the entire raw materials value chain; from exploration, mining and mineral processing to substitution, recycling and circular economy. They collaborate on finding new, innovative solutions to secure the supplies and improve the raw materials sector in Europe.

There are six regional Innovation Hubs in Belgium, Finland, France, Italy, Poland and Sweden, called Co-Location Centers (CLCs) that represent different regional ecosystems connecting industry, research and education.

EIT RawMaterials aims to significantly enhance innovation in the raw materials sector by sharing knowledge, facilitating matchmaking activities, developing innovative technologies and supporting business creation.

EIT RawMaterials will generate a significant impact on European competitiveness and employment by driving and fostering innovation and empowering students, entrepreneurs and education partners driving towards the circular economy. This will result in the introduction of innovative and sustainable products, processes and services, as well as talented people that will deliver increased economic, environmental and social sustainability to the European society.

Business Creation and Support is one of four activity lines that serves as base for how EIT RawMaterials translates strategy into operative actions. Since 2016, our Booster grant funding for supporting selected Start-Ups and SME has supported over 100 Start-Ups accelerate their development from idea to market. Booster funded companies have gone on to provide value for the EIT RawMaterials partners.

To increase and advance the support to innovative Start-Ups, EIT RawMaterials is now starting an Accelerator program. The aim of the Accelerator Program is to provide support for Start-Ups so that they can more rapidly develop innovative products/services that can generate impact in the raw materials sector.

In addition to customised support and funding, the selected Start-Ups will also get access to EIT RawMaterials partner network, participating to our networking events, as well as gain visibility through EIT RawMaterials network channels. In the long term, supported Start-Ups and SMEs may join our network as members and continue working with our partners to fully benefit from the ecosystem.

2. Accelerator program

The overall objective for running an Accelerator program is to improve success rate of market entry of scalable Start-Ups, focusing on addressing market risk.

The Accelerator program comprises 3 Phases. There are stage gates between each of the Phases, where Start-Ups need to be approved for entering the next Phase. Each phase has specific objectives, process, funding and time line. The support provided in each phase follows a clear process, which consists of both group work, individual coaching as well as anchoring Start-Ups in their local and national eco systems while at the same time opening up introductions on a pan-European level to partners in the EIT RawMaterials consortium. This process is coordinated by Business Developers at EIT RawMaterials. The combination of local anchoring and Pan-European opportunities is envisaged to increase the success rate and market opportunities of the selected Start-Ups.



Figure 1: EIT RawMaterials Accelerator Program

2.1. Phase 1 Invent

Phase 1 is about building proof of concept for the business model in the targeted raw materials market segments. It starts with ideas at TRL 4-6 and aims to find a market niche, to develop a financial model, and to build a business model. Selected Start-Ups will receive €15K as a funding to cover their costs for participating in Phase 1 of the EIT RawMaterials Accelerator program.

Objectives for Phase 1:

- Identify beachhead market, market size, customer pain
- Identify key value drivers, good margin/ product and margin / year, estimate financial needs
- Compose a founding team, identify roles and coming needs for the team.

Phase 1 has a 3-months duration. It starts with a Workshop, followed by bi-weekly calls with experts. It ends with a Graduation Day, where the Start-Ups pitch their idea. Graduation Day is also the stage gate to Phase 2 in the Accelerator program.

2.2. Phase 2 Build

The purpose of Phase 2 is to validate customer needs and verify business assumptions. The offering provided by the selected Start-Ups should be at TRL 6-7.

Selected Start-Ups receives up to €30K funding to cover their costs of participating in Phase 2.

Objectives for Phase 2:

- Validate customer needs, market size and beachhead market, identify regulations and other specific criteria for technical and market entrance.
- Validate key value drivers, build a 5 years financial forecast supporting /financing needs and strategy.
- Complete a team supporting the next step

Phase 2 has a program duration for 3-6 months depending on individual Start-Ups development, acceleration, constraints and opportunities. It starts with a 2-day Workshop, continues with Bi-weekly calls and Monthly P2P sessions/ experts talks. The progress of the Start-Ups will be evaluated by a Mid-Assessment day and after 3 months followed by individual assessment for the Start-Ups to fulfil criteria and stage gate for continue to Phase 3.

2.3. Phase 3 Grow

Phase 3 aims to get business ready for launch. The offering of the Start-Ups should at start be at a TRL 7-9 and heading for market entrance. Selected Start-ups will receive up to €45K as a funding to support their participation Phase3.

Objectives for Phase 3:

- Move from early adopters to early majority market, start exploring follow up markets
- Significant sales or financing deals.
- Expand the team

Phase 3 starts with a 1- day Workshop aiming to set tailored project plan for each Start-Up, which comprises goals and support actions, in order to develop the Start-Up's activities in the next 6-9 months. In addition to the continued support of a business developer from the local innovation hub, other support actions could be user of the infrastructure of our partners for tests and pilot studies as well as further linking and introduction to EIT RawMaterials Industry Partners as validation partners and potential customers. These and similar types of activities are envisaged as a means to prepare the Start-Up for future investment rounds as well as providing the basis to scale their business.

3. The Call for Phase 1-Invent 2018

EIT RawMaterials will start their new Accelerator program during autumn 2018 and by this call select 12 Start-Ups that will enter EIT RawMaterials Phase 1.

The Accelerator Call Phase 1-Invent 2018 will open on 6th of July and deadline for submission is July 30th ,2018 at midnight CET.

Phase 1 will start in mid -September and finish in mid- December and final dates and times for the program activities will be delivered when announcing approved Start-Ups for Phase1.

4. Target group and Criteria for Phase 1-Invent 2018

Criteria for the Phase 1, 2018 and target group is stated as follows:

- Start-Ups with an innovative idea/ solution

- Stage of solution ready for acceleration, TRL 4-6 (no more basic research)
- The Start-Ups do not need to be a legal entity for starting Phase1
- The Start-Up need to have a Team of more than one entrepreneur
- The Start-Up need to be prepared to work fulltime with a dedicated team

5. Program for Phase 1-Invent 2018

Phase 1 will start with a Workshop for 3 days, gathering all 12 teams with 2 participants from each selected Start-Ups. The workshop is planned to be held during week 37 or 38. The location and date will be provided along with the announcement of selected companies. At this workshop, the selected Start-Ups will be provided with more details about the process for the Accelerator Programme, including expectations for Phase 1 as well as a personal introduction to your appointed Business Coach, who will also attend the workshop as well as support your team actively to your progress.

5 BI-weekly calls will be the next tool for individual coaching in the acceleration process and will support the progress in development in concept building from the stage where the Start-Ups stands. The BI-Weekly calls will be held by a Process leader and your Coach and run by videoconference. The format will be discussion based with action plans forward and “home lessons” to next call.

Graduation Day will be held in beginning of December and it will be a 2-day workshop starting with pitch training day one and day 2 followed by the final pitching session. The Pitching is mandatory and one part of the evaluation for stage gate to Phase 2 which is next step in the Accelerator.

In order to integrate and link new innovation to the EIT RawMaterials consortium, we will invite our partners directly to be active in selected activities, all to create a bigger impact and supporting progress.

6. Thematic scope for targeted Start-Ups

Europe is home to world leading manufacturing industries, game changing innovative technologies and an entrepreneurial infrastructure that can enable the transition to a resource efficient, sustainable, society as envisioned in the EU 2020 agenda. A sustainable supply of mineral resources (metals, construction material) is vital for the development of these core industrial activities and their long term economic success. However, Europe has become highly dependent on imports of these mineral resources, particularly critical raw materials, which is a key threat to future business in Europe.

Through activities in the area of Business creation and Support EIT RawMaterials aims to support new businesses that develop raw materials into a major strength for Europe along the whole material value chain as follows:

1. **Exploration** and raw materials resource assessment
2. **Mining** in challenging environments
3. Increased resource efficiency in **mineral and metallurgical processes**
4. **Recycling** and material chain optimisation for End-of-Life products
5. **Substitution** of critical and toxic materials in products and for optimised performance
6. Design of products and services for the **circular economy**

In particular, the supply of a **range of ores and metals** is the main target of the EIT RawMaterials innovation community. Bio-based and polymer materials will be considered only in view of their substitution potential of critical and toxic materials and for optimized performance or for multi-material product recycling. **Petrochemical raw materials, food/agricultural raw materials and construction materials are excluded.**

EIT RawMaterials activities in the area of Business creation and Support seeks to boost innovative Start-Ups and SMEs in the following themes:

1. **Exploration:** Technologies and solutions for improved and new mineral exploration. As an example, solutions could include:
 - a. *New and improved geological models, better exploration model understanding and techniques for going 3D/4D, drones, etc.*
 - b. *New instrumentation, methods and technologies for more reliable, cheaper, faster and safer mineral exploration, including technologies and services for innovative data acquisition, big data analysis/handling and utilize existing/historical dataset for exploration and mining.*
 - c. *Application of new innovations, new geological models and rethinking/re-evaluations of geological settings/prospects to provide new exploration prospects and mining targets.*
2. **Mining.** Technologies and solutions for more efficient, safer and sustainable modern mining. As an example, solutions could include:
 - a. *Application of new technologies/ services for more efficient production, better safety, better utilization of equipment and employees for mining. Virtual reality, UAVs/robotics, automation, real-time data that will improve planning, scheduling of operations and delivering better efficiencies and cost savings.*
 - b. *Innovative services, approaches and products in order to ensure public understanding and awareness about the need for raw materials, exploration and mining, ensure cooperate social responsibility and social license to operate as well as added values of mining including remediation.*

3. **Mineral and metallurgical processes:** Technologies and solutions for mineral and metal processing and for improved material production. As an example, solutions could include:
 - a. *Optimized extraction and production processes for metals and alloys, improving the efficiency of the process, using less energy and water, reducing cost and the production of waste.*
4. **Recycling:** Technologies and solutions for materials supply from secondary sources and recycling. As an example, solutions could include:
 - a. *Solutions for recycling of end-of-life products, extraction from industrial residues, tailings, urban and landfill mining, demolition of buildings (e.g. WEEE, batteries, magnets, solar cells etc.)*
 - b. *Cost efficient and clever collection, dismantling and sorting of waste;*
5. **Substitution of critical and toxic materials and for optimized performance:** New technologies or services that make it possible to substitute or use less critical or toxic materials in key industries. Examples:
 - a. *Substitution of critical and toxic metals in specific energy materials, like Pt in fuel cells, Co in lithium ion batteries, Nd and Dy in Nd-Fe-B permanent magnets*
 - b. *Substitution of critical and toxic metals like Co and W in carbides, speciality metals in high strength steels and super alloys, incl. the design and manufacturing*
 - c. *New material systems that contain no or less critical and toxic materials, for instance, for the use in batteries, permanent magnets, solar cells, and thermoelectric and magneto caloric applications*
 - d. *New / optimized materials for additive manufacturing, for instance, in the field of printable electronics*
 - e. *New lightweight composites and designs as substitutes for critical materials containing high strength steels and for optimized performance*
 - f. *Solutions that integrate new materials into a Circular Economy, for instance, technology and business that enables and builds upon the reuse and recycling of newly developed, high performance materials*
 - g. *New products, systems, and services for an optimised raw materials use, particularly with respect to mobility and energy technologies*
6. **Circular economy:** solutions and business models for the implementation of a circular economy approach: New business models for resource recovery, product Life Extension (repairing, re-manufacturing, etc.), product as a service, sharing platforms.

7. How to apply?

For Phase 1-Invent 2018, interested candidates apply via the link provided below. Candidates are asked to file an Application form (5-pager template) describing their Start-Ups, their

innovation and application towards EIT RawMaterials. All applications, pitching and reporting shall be done in English.

Link to On-line submission of your application:

https://www.lyyti.fi/preview/EITRMACCELERATOR_1586

The evaluation process is the following:

1. Deadline for application is 30th of July 2018. In case of any issues, please contact Katarina Öquist, Business Developer at Innovation Hub (CLC) North, katarina.oquist@eitrawmaterials.eu.
1. Evaluation and selection of applying Start-Ups will be done by each Innovation Hub (CLC) following below explained evaluation process and criteria.
2. All six Innovation Hubs will select 3-2 Start-Ups for Phase 1 of the Accelerator program 2018.
3. At mid of August 2018 selected Start-Ups will be announced and contacted by their respective Innovation Hub (CLC).
4. Not selected Start-Ups will be contacted by mail for knowledge and potential support action by their Innovation Hub (CLC).
5. The selected Start-Ups will sign a Project Agreement with the Innovation Hub (CLC) Legal entity, describing all the obligation of the parties.

8. Evaluation process & criteria

The evaluation will be made by EIT RawMaterials staff at each of the 6 Innovation Hubs around Europe. The evaluation will be made on the basis of your 5-page proposal, using criteria described below.

In each criteria area below, your application will be judged on the scale 0: Non-existent, 1: Very poor, 2: Poor, 3: Fair, 4: Good, 5: Excellent- and the final score will be based on the weighted score. The Innovation Hubs has sole decision-making authority and no appeals will be considered.

CRITERIA	WEIGHT
1. TECHNICAL EXCELLENCE, TECHNOLOGY READINESS LEVEL (TRL) AND IP STATUS	20%
2. BUSINESS RELEVANCE, POTENTIAL AND CUSTOMER READINESS LEVEL (CRL)	30%
3. QUALITY OF THE TEAM	30%
4. QUALITY OF THE PROJECT PLAN, BUDGET & OUTPUT	10%
5. QUALITY OF THE KPIs and BACKFLOW	10%

Please note that we will favour projects which contribute to the following key performance indicators:

- New products or services introduced in the market within 3 years;
- New jobs will be created in raw material sector;
- Private investment and other funding attracted by the Start-Ups;

9. Amount of funding

The funding for Phase 1 will be given directly to the Start-Up team/ company for supporting costs such as working hours and travel and accommodation costs connected to actively participating in Phase 1.

EIT RawMaterials requires a contract, essentially a Project Agreement where each Start-Up will commit to participating in the Phase 1 activities, in order to receive that grant.

By signing Project Agreement Phase 1, the Start-Up agrees to, that the funding of €15K will be part of the total sum of funding if the Start-Up proceed to Phase 2 and 3 EIT RawMaterials Accelerator Program. The total amount of funding from EIT RawMaterials Accelerator program will be the base for negotiation of terms for back-flow scheme to EIT RawMaterials when the Start-up enter and sign Project agreement for Phase 3. If the Start-Up does not choose to or will not be graduated to Phase 2, the funding for phase 1. no back-flow scheme will be applied.

10. Intellectual Property, Confidentiality and Publication Rights

Applicants retain full and exclusive ownership of their prior information and intellectual property rights. By submitting their application applicants warrant that they hold ownership or have legally secured the right to use all elements of the innovative product or service and that the provided materials and information do not infringe any intellectual or other property rights, including patents, of any other persons, companies or other entities. Elements of the submission that are based on rights held by others, such as patents, shall be marked as such in the submission.

The EIT RawMaterials and their authorized representatives in the program undertake to ensure the confidentiality of the projects presented and developed throughout the Booster Projects.

By submitting the application within the program, applicants consent that EIT RawMaterials and its Innovation Hubs will collect, transfer, process, store and delete your data under above-mentioned conditions.

The selected Start-Ups agree that their data, the receipt of grant, non-confidential information about their project, may be used by EIT RawMaterials and their authorized representatives without compensation for promotion of their activities. Non-confidential information related to the project will be only provided after authorization of the applicants or the one marked with “public summary”.

By submitting the application for the EIT RawMaterials Accelerator program applicants agree to the EIT RawMaterials Privacy Policy.

11. Terms and Conditions

By submitting their application form, applicants agree to the Terms and Conditions, which form part of their submission. EIT RawMaterials reserves the right to make reasonable amendments to these Terms and Conditions. Amendments and additions to these Terms and Conditions shall be valid if communicated in writing on the EIT RawMaterials website or otherwise made available to the applicants. These Terms and Conditions are governed by the laws of Germany. Any disagreement or dispute which may arise in connection with these Terms and Conditions which cannot be settled amicably will be brought before the courts of Berlin, Germany. To the maximum extent permitted by law, under no circumstances and under no legal theory whether in tort (including negligence) contract or otherwise shall EIT RawMaterials and the Innovation Hub (CLC) legal entities be liable for any special indirect, punitive, incidental or consequential damages, including loss of profit. You may withdraw your application any time by informing us by email or withdrawing your registration any time.

12. Organizer and financing

Phase 1 Accelerator program is organized by EIT RawMaterials and its regional Innovation Hubs (CLCs) which act as managing partners in coordinating the collection, evaluation, awarding and follow-up process at regional level. Interested applicants are invited to contact in advance the reference Co-location Centre staff (e.g. Business Developers) to preliminarily illustrate their ideas.

For questions and more information please contact Business developer at your nearest Innovation Hub (CLC) or Katarina Öquist Business Developer at NCLC Innovation Hub (CLC) for guidance.

The list of Innovation Hubs (CLCs) and countries covered by each are here reported:

- Innovation Hub (CLC) North: Sweden, Denmark, Ireland and Norway
Katarina Öquist, katarina.oquist@eitrawmaterials.eu
- Innovation Hub (CLC) Baltic Sea: Finland, Sweden, Norway and the Baltic states
Catherine Bounsaythip, catherine.bounsaythip@eitrawmaterials.eu
Mikko Korhonen, mikko.korhonen@eitrawmaterials.eu
- Innovation Hub (CLC) Central: France, Southern Germany, Switzerland and Portugal
Julien Frey, julien.frey@eitrawmaterials.eu
Sébastien Vanneste, sebastien.vanneste@eitrawmaterials.eu
- Innovation Hub (CLC) East: Poland, Eastern Germany, Slovenia, Croatia, Austria, Greece, Romania, Slovakia.
Markus Klein, markus.klein@eitrawmaterials.eu
Antonis Politis, antonis.politis@eitrawmaterials.eu
- Innovation Hub (CLC) West: Belgium, the Netherlands, United Kingdom, North-Western Germany
Beant Dijkstra, beant.dijkstra@eitrawmaterials.eu
Nicolas Menou, nicolas.menou@eitrawmaterials.eu
- Innovation Hub (CLC) South: Spain, Italy and Hungary
Lorena Jurado, lorena.jurado@eitrawmaterials.eu>

Information and updates

Web page for information, deadlines and contact details:

<https://eitrawmaterials.eu/accelerator-program/>

To check the list of partners affiliated to the EIT RawMaterials:

<https://eitrawmaterials.eu/about-us/partners/>

Online Application link:

https://www.lyyti.fi/preview/EITRMACCELERATOR_1586