**Instructions on how to fill the form** *(page to be removed at submission)*

*Applicants are kindly recommended to follow the structure of their application based on the following pages. They contain the questions that you need to answer, in line with the evaluation criteria.*

1. *The section structure must be kept as it is.*
2. *The proposal must have a* ***maximum length of 5 pages (max. 10 pages with annexes)****. Please remove all the instruction texts.*
3. *Font size of* ***11pt for text and at least 9pt for tables and charts***
4. *Annexes are allowed, but please avoid bulky documents. Video link can be added as annex to the proposal.*
5. *Hyperlinks to external documents that answer a question are* ***not*** *recommended. Hyperlinks to your website, your pitch video or previous work you have carried out, are allowed.*
6. *Visual elements like charts, tables and screenshots are allowed, however, they must comply with the font size restriction (use your common sense) and page limit.*

***Please be as concise as possible in your application.*** *The clarity of your communication will be a critical factor in the initial assessment. If certain areas/ topics due to stage of innovation is still not verified or validated please estimate and describe your plan from your knowledge by application date.*

***Please remove this guideline page and submit only the actual proposal.***

*Upload your final version in pdf at*

https://www.lyyti.in/EIT\_RM\_Accelerator\_Phase\_1\_2020\_9688

***Further information:***

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

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

* **Innovation Hub (CLC) Baltic Sea**: Finland, Sweden, Norway and Baltic states

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* **Innovation Hub (CLC) Central**: France, Southern Germany, Switzerland and Portugal

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* **Innovation Hub (CLC) East**: Poland, Eastern Germany, Slovenia, Croatia, Austria, Greece, Romania, Slovakia.

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* **Innovation Hub (CLC) North**: Sweden, Denmark, Ireland and Norway Katarina Öquist, [katarina.oquist@eitrawmaterials.eu](mailto:katarina.oquist@eitrawmaterials.eu)

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* **Innovation Hub (CLC) West**: Belgium, the Netherlands, United Kingdom, North-Western Germany

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Nicolas Menou, [nicolas.menou@eitrawmaterials.eu](mailto:nicolas.menou@eitrawmaterials.eu)

* **Innovation Hub (CLC) South**: Spain, Italy and Hungary

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Fabio Pegorin, Fabio.pegoring@eitarwmaterials.eu

**Application form for RM Accelerator Programme Phase 1-Invent 2020**

|  |  |  |
| --- | --- | --- |
| **Start-up name** |  | |
| **a)Team of Natural Persons, or b) Registered Company at Chambre of Commerce** |  | |
| **Contact person** | Name: | Adddress: |
|  | Position: | Gender: |
|  | E-mail: | Mobile: |
|  |  | |
|  |  | |
| **Company status** | *Company founded in ... (year) or to be funded* | |

# Business idea

## **Short description of your idea**

*Explain in few words what is your business idea, what it does, for whom and what are the benefits.*

## **EIT RawMaterials scope (select only one)**

|  |  |
| --- | --- |
| Mining exploration and raw materials resource assessment  Increased resource efficiency in mineral and metallurgical processes  Substitution of critical and toxic materials in products and for optimized performance | Mining in challenging environments  Recycling and material chain optimized for End-of-Life products  Design of products and services for the circular economy  Other |

*Explain in few words how it fits to the chosen scope.*

## Technology and knowledge assets

### Technical Concept

*Describe the technology and the business concept. Describe origin and background and what underlying work that has been done (e.g. past projects). We encourage to use diagrams or photos.*

### Features and Benefits of your solution

*Describe the main features and benefits to the customers/users*

|  |  |  |
| --- | --- | --- |
| Features | Benefits | Value |
|  |  |  |
|  |  |  |
|  |  |  |

### Development status

*Please highlight in the table below* ***where you are currently*** *in the developmet stage and* ***where you aim to reach*** *after the end of the project*

|  |  |  |  |
| --- | --- | --- | --- |
| **TRL** | **Technological Development** | **CRL** | **Business Development** |
| 1 | Basic principles observed | 1 | Hypothesis on possible needs |
| 2 | Concept and/or application formulated | 2 | Identified needs in market |
| 3 | Analytical and experimental proof-of-concept | 3 | First market feedback established |
| 4 | Validation in laboratory | 4 | Confirmed problem/needs from several customers and/or users |
| 5 | Validation in relevant environment | 5 | Established interest for product and relations with target customers |
| 6 | Demonstration in relevant environment | 6 | Benefits of the innovation confirmed by partnerships and/or 1st customer testing |
| 7 | Prototype demo in operational environment | 7 | Customers in extended product testing and/or first test sales |
| 8 | Actual system completed and qualified through test & demo | 8 | First product sold |
| 9 | Actual system proven in real environment | 9 | Widespread product sales |

### Intellectual Property

*What forms of IPR do you have (patents, copyright, design, trade secrets etc)? Who own them? Any other IP right to be obtained/licensed? What are the terms?*

|  |  |
| --- | --- |
| **Type of Intellectual Property** | **Description** |
| Patents |  |
| Licenses |  |
| Copyrights |  |
| Trademarks |  |
| Know-how and trade secrets |  |

# Customer/Users’ Needs, Market, Competition

## Customer/users needs

*Which problems or needs do you solve? Who is the customer (i.e the one who pays)? Who are the users? Are there different customer segments? Who will be the first adopters?*

## Market

*How big is the market? What is the growth rate? Who are the market players?*

## Competition

*Who are your direct and indirect competitors? What competing solutions exist? What alternative solutions exist that also solve the problem/need.*

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Features** | **Your innovation** | **Competitor 1** | **Competitor 2** | **Competitor 3** |
| *Feature 1* | √√√ | √ | √ | √ |
| *Feature 2* | √√√ | √√ | √√ | √ |
| *Feature 3* | √√√ | √ | √ | √√ |
| *Your Unique Value Proposition (USP)* |  | | | |

## Market Barriers / Risks

*Are there any market barriers or risks that you need to overcome? Are there any regulations and standardisations you need to be aware of and to comply with?*

# Business Model / Go-to-Market

## Business Model

*How will you generate revenues?*

## Revenue projections

*Shortly describe the assumptions for revenue model in the table*

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Phases** | **Year 0** | **Year 1** | **Year 2** | **Year 3** |
|  | *e.g. Prototyping* | *e.g. Piloting* | *e.g. Validation* | *Launch* |
| Units sold |  |  |  |  |
| Revenues (€) |  |  |  |  |
| Costs (€) |  |  |  |  |
| Profit (€) |  |  |  |  |
| Headcount (#) |  |  |  |  |
| Investment need (€) |  |  |  |  |

*Year 0 is the last year (revenue, profits and headcount can be zero).*

## Go-to-market Strategy

*What are the key steps and channels to reach the customers, make them adopt your solution? How to. validate your business model with pilot customers? How will you establish relationships with key partners/stakeholders/subcontractors?*

## Impact on EIT RawMaterials value chain

*Describe how your solution will impact the raw materials sectors. Which companies are likely to buy your solution. Which companies do you wish to collaborate during your project?*

# Human Resources

## Team members

*Describe the ownship structure. Is there any other companies involved ? Describe the management structure and gender balance when relevant.*

|  |  |  |  |
| --- | --- | --- | --- |
| Name, title, gender | Background, experience | Role in this project | Other comittments  (jobs) ( and how much in FTE) |
| *Dr. N.N (F)* | *PhD. in material science, University of…, in 2000. Expert in …, experience in sales, marketing, R&D etc.* | *CEO, project leader* |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |

## Ownership if you are a funded company

*Describe the ownership structure, (founders, investors).*

|  |  |  |  |
| --- | --- | --- | --- |
| Name, title, | Percentage share | Valuation | Date issued |
| *Founder 1* |  |  |  |
| Founder 2 |  |  |  |
|  |  |  |  |
| Investor 1 |  |  |  |
| Investor 2 |  |  |  |

## Support network and competence gaps

*Please mention if you have support from your local incubator/ accelerators and/or* *additional resources (personnel, facilities, networks, partners, mentors, investors etc.)? Is there any competence gap to be filled?*

## Partnership with EIT RawMaterials’s partners

*Which companies in or outside EIT RawMaterials could act as strategic partners? Is there an ongoing dialog entered?*

# Work plan forward for your company/project

|  |
| --- |
| *NB: please delete this box before submission:*  *Describe how shortly your Company/project ambitions, objectives and expected results whithin 1 year from now, e.g. verify solution with customer at month 3. Etc. Please describe the estimated TRL level of your solution today and where you estimate to be within one year.* |

## Company / project ambitions and objectives

*Please describe shortly your Company/ project objectives and expected results, e.g. verifying problem, technical solution, Business Models etc. within 1 year from now.*

## Activities and Milestones (table can be modified, Gantt chart can be attached in annex)

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Shortly describe the activities to be performed during the project** | **Milestones** | **Deliverables** | **Delivery month** | **Responsible person/consultant** |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |

# Long term impact and growth expectations

## What impact do you estimate your solution will have for the raw materials industry and or overall society?

## How many jobs do you expect to create within the next 3 years?

## How much capital or fund do you expect to attarct within the next 3 years?

# Relevant Annexes (bulky diagrams, GANTT chart, link to video, awards etc. No more than extra 5 pages)

* *List them here*