



# EIT RawMaterials RM Accelerator Programme

## Phase 1.2 -Invent Call 2020

### Terms & Conditions

12 June 2020



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

## Introduction to EIT RawMaterials Call to Accelerate Business

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

The call is to apply for Phase 1 of the EIT RawMaterials RM Accelerator Programme.

EIT RawMaterials unites more than 120 core and associate partners and 180+ project partners from leading industry, universities and research institutions from more than 20 EU countries. The EIT RawMaterials partner network is working to accelerate the pace of innovation in the aforementioned raw materials sectors as well as to enhance the development of relevant competences. 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 call, start-ups are encouraged to apply for Phase 1 of the Accelerator Programme, which aims to support them to rapidly develop their business and customer understanding, making them ready for business in the above raw materials industries.

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

The EIT RawMaterials Accelerator Programme aims to develop start-ups contributing to job creation and accelerating new technology that will have an impact and contribute to the EIT RawMaterials network.

The deadline to submit your application is 3 September 2020. **For more information about Phase 1 of the RM Accelerator Programme and EIT RawMaterials**, as well as the terms and conditions of participation, please read the enclosed call text in full. Submit your application to Phase 1 of the RM Accelerator Programme online using the following link:

[https://www.lyyti.in/EIT\\_Raw\\_Materials\\_Accelerator\\_2020\\_September\\_intake\\_ACP12\\_7739](https://www.lyyti.in/EIT_Raw_Materials_Accelerator_2020_September_intake_ACP12_7739)

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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 consortium in the raw materials sector worldwide. Its vision is to develop raw materials into a major strength for Europe. Its mission is to enable sustainable competitiveness of the European minerals, metals and materials sector along the value chain by driving innovation, education and entrepreneurship.

EIT RawMaterials unites more than 120 core and associate partners and over 180 project partners from leading industries, universities and research and technology organisations 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 supplies and improve the raw materials sector in Europe.

EIT RawMaterials aims to significantly enhance innovation in the raw materials sector by sharing knowledge, information and expertise: entrepreneurs, start-ups and SMEs receive funding and support through its partner network and collaboration activities. EIT RawMaterials aims to generate a significant impact on European industrial competitiveness and innovation capacity as well as to empower students, entrepreneurs and education partners to drive Europe towards a circular economy. This will result in introducing innovative and sustainable products, processes and services, as well as talented people who will deliver increased economic, environmental and socially sustainable impact on European society.

EIT RawMaterials has six Innovation Hubs, called Co-Location Centers (CLCs) that represent regional ecosystems connecting business, research and education. Innovation Hubs are located in Belgium, Finland, France, Italy, Poland and Sweden.

Business Creation and Support is one of three areas of activity through which EIT RawMaterials creates an impact on the raw materials value chain. Since 2016, our Booster grant funding for selected start-ups and SMEs has supported over 140 start-ups to accelerate their development from idea to market. Booster funded companies have gone on to provide value for EIT RawMaterials partners.

To increase and advance the support provided to innovative start-ups, EIT RawMaterials has launched an Accelerator Programme. The aim of the Accelerator Programme is to help selected start-ups to 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 gain access to the EIT RawMaterials partner network, participate in our networking events, and gain visibility through EIT RawMaterials 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. RM Accelerator Programme

The overall objective for running the RM Accelerator Programme is to improve the market entry success rate of scalable start-ups, focusing on addressing market risk.

The RM Accelerator Programme consists of three phases. There are stage gates between each of the phases, at which start-ups need to gain approval to enter the next phase. Each phase has specific objectives and funding, as well as a specific process and timeline. The support provided in each phase follows a clear process, which consists of groupwork and individual coaching as well as anchoring start-ups in their local and national ecosystems, 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 Development Managers at EIT RawMaterials. This 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 RM Accelerator Programme

## 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 funding to cover their costs of participating in Phase 1 of the EIT RawMaterials Accelerator Programme.

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 upcoming needs of the team.

Phase 1 has a three-month duration. It starts with a workshop, followed by bi-weekly calls with experts. It ends with a graduation day, at which the start-ups pitch their ideas. Graduation day is also the stage gate to Phase 2 in the Accelerator Programme.

## 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 5-7 and CRL 5.

Selected start-ups receive 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-year financial forecast supporting/financing needs and strategy
- Complete a team to support the next step

The RM Accelerator Phase 2-Build programme duration is 3-6 months depending on individual start-ups' development, acceleration, constraints and opportunities. It starts with a two-day workshop, and continues with bi-weekly calls and monthly P2P sessions/expert talks. The progress of the start-ups will be evaluated at a mid-assessment day and after three months, followed by individual assessment of the start-ups to ensure they fulfil the criteria and stage gate to continue to Phase 3.

### 2.3. Phase 3: Grow

Phase 3 aims to get businesses ready for launch. At this stage, the offering of the start-ups should be at a TRL 7-9 and heading for market entrance. Selected start-ups will receive up to €45K as funding to support their participation in Phase 3.

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 two-day workshop aiming to set a tailored project plan for each start-up, which consists of goals and support actions, in order to develop the start-up's activities in the following six to nine months. In addition to the continued support of a Business Development Manager from the local Innovation Hub (CLC), other support actions may include use of the infrastructure of EIT RawMaterials partners for tests and pilot studies, as well as further linking and introduction to 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 a basis to scale their business.

## 3. The Call for Phase 1-Invent 2020

EIT RawMaterials will launch the RM Accelerator Programme for year 2020 and with this call will select maximum 12 start-ups that will enter Phase 1 (intake 2 2020).

The RM Accelerator Call Phase 1.2-Invent 2020 will open during week 21 2020 and the deadline for application is Thursday, 3rd of September 2020 at 17:00 CET.

Phase 1 will start in September and finish at the end of December 2020, and final dates and times for the programme activities will be communicated on announcement of the selected start-ups for Phase 1.

## 4. Target Group and Criteria for Phase 1-Invent 2020

The target group and criteria for the RM Accelerator Phase 1, 2020 are as follows:

- Start-ups with an innovative idea/solution

- The stage of the solution should be ready for acceleration, TRL 4-6 (no more basic research)
- Start-ups do not need to be a legal entity to enter Phase 1
- Start-ups need to have a team of two or more entrepreneurs
- Start-ups need to be prepared to work full-time with a dedicated team
- Start-ups need to commit to the proposed methodology and activity plan of the program
- Start-ups that are funded for the same activity by another KIC (Knowledge and Innovation Community) are not eligible

## 5. Programme for Phase 1-Invent 2020

RM Accelerator Phase 1 will start with a three-day workshop, gathering all 12 teams with two participants from each selected start-up. The workshop is planned to be held during last week of September. The location and date will be communicated alongside the announcement of the selected companies. At this workshop, the selected start-ups will be provided with more details about the Accelerator Programme process, including expectations for Phase 1 as well as a personal introduction to their appointed business coach, who will attend the workshop and actively support each team to progress.

The next tool for individual coaching in the acceleration process will consist of five bi-weekly calls, supporting the development in building the concept from its current stage. 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 put forward and “home lessons” to prepare for the next call.

Graduation Day will be held in December 2020. It will consist of a two-day workshop starting with pitch training followed by the final pitching session. The pitching is mandatory and is one part of the evaluation for the stage gate to Phase 2, the next step in the Accelerator Programme.

In order to integrate and link new innovations to the EIT RawMaterials consortium, we will invite our partners to be involved in selected activities, thereby increasing impact and supporting progress. Observe there might be changes of format on how workshops are performed due to COVID-19 crisis and travel restrictions.

## 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 materials) 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, and this is a key threat to the future of European businesses.



Through activities in the area of business creation and support, EIT RawMaterials aims to support new businesses that contribute to our vision of developing raw materials into a major strength for Europe along the whole materials 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 metals and minerals** 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 optimised performance or for multi-material product recycling. **Petrochemical raw materials, food/agricultural raw materials and common minerals construction materials are excluded.**

The activities of EIT RawMaterials in the area of business creation and support seek to boost innovative start-ups and SMEs working within 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 utilising existing/historical data sets for exploration and mining.*
  - c. *Application of new innovations, new geological models and rethinking/re-evaluation of geological settings/prospects to provide new exploration prospects and mining targets.*
2. **Intelligent 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 utilisation of equipment and personnel for mining. Autonomous mining equipment, Internet of Things, virtual reality, UAVs/robotics, automation, real-time data that will improve planning, scheduling of operations and delivering better efficiencies and cost savings. Self-aware and safe machines that are capable of ordering their own spare parts and service engineers, and are connected to each other, control centres and back offices far away.*
  - b. *Innovative services, approaches and products which increase public understanding and awareness of the need for raw materials, exploration and mining, ensure corporate 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 materials production. As an example, solutions could include:

- a. *Optimised 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.*
  - b. *Technology that address equipment-damage problems such as wall thinning, creep or corrosion.*
- 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 (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 optimised performance:** New technologies or services that make it possible to substitute or use lower quantities of critical or toxic materials in key industries. For example:
- a. *Substitution of critical and toxic metals in specific energy materials, such as platinum in fuel cells, cobalt in lithium ion batteries, or 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, including in design and manufacturing.*
  - c. *New material systems that contain less or no critical and toxic materials, for instance, for use in batteries, permanent magnets, solar cells, and thermoelectric and magneto caloric applications.*
  - d. *New or optimised materials for additive manufacturing, e.g. in printable electronics.*
  - e. *New lightweight composites and designs as substitutes for critical materials containing high strength steels and for optimised performance.*
  - f. *Solutions that integrate new materials into a circular economy, e.g. 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 optimised raw materials use, particularly with respect to mobility and energy technologies.*
- 6. Circular economy:** Solutions and business models implementing circular economy concepts, e.g. *new business models for resource recovery, product life extension (repairing, re-manufacturing, etc.), product as a service, sharing platforms.*

## 7. How to Apply?

For RM Accelerator Phase 1-Invent 2020, interested candidates should apply via the link provided below. Candidates are asked to file an Application form (five-page template) describing their start-up, their innovation and application to EIT RawMaterials. All applications, pitching and reporting should be done in English.

Link to online application submission:

[https://www.lyyti.in/EIT\\_Raw\\_Materials\\_Accelerator\\_2020\\_September\\_intake\\_ACP12\\_7739](https://www.lyyti.in/EIT_Raw_Materials_Accelerator_2020_September_intake_ACP12_7739)

The evaluation process is as follows:

1. The deadline for application is Thursday, 3rd of September 2020. In case of any matters/ issues, please contact Lorena Jurado, Business Development Manager at EIT Raw Materials Innovation Hub South, at [lorena.jurado@eitrawmaterials.eu](mailto:lorena.jurado@eitrawmaterials.eu).
1. The evaluation and selection of start-ups will be undertaken by each Innovation Hub (CLC) following the evaluation process and criteria explained below.
2. All six Innovation Hubs will select 2-3 start-ups for Phase 1.2 of the Accelerator Programme 2020.
3. During mid-September 2020, the 12 selected start-ups/teams will be announced and contacted by their respective Innovation Hub (CLC).
4. Non-selected start-ups will be contacted by their Innovation Hub (CLC) to provide feedback and potential alternative support.
5. The selected start-ups will sign a project agreement with the Innovation Hub (CLC) legal entity, describing all parties' obligations.

## 8. Evaluation Process and Criteria

The evaluation will be undertaken by EIT RawMaterials staff at each of the six Innovation Hubs around Europe. This will be done on the basis of your five-page proposal, using the criteria described below.

Under each of the following criteria, applications will be judged on the scale 0: Non-existent, 1: Very poor, 2: Poor, 3: Fair, 4: Good, 5: Excellent. The final score will be weighted as indicated. The Innovation Hubs have the sole decision-making authority, and no appeals will be considered.

CRITERIA	WEIGHTING
1. TECHNICAL EXCELLENCE, TECHNOLOGY READINESS LEVEL (TRL) AND IP STATUS	25%
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	5%

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 to be created in raw materials sector
- Private investment and other funding attracted by the start-ups

## 9. Amount of Funding

The funding for the RM Accelerator Phase 1-Invent will be given directly to the start-up team/company to support 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 in which each start-up will commit to following the proposed methodology and participating in the activities included in Phase 1, in order to receive that grant.

By signing the project agreement for Phase 1 of the EIT RawMaterials RM Accelerator Programme, the start-up agrees that the funding of €15K will be part of the total sum of funding if the start-up proceeds to Phases 2 and 3 of the programme. The total amount of funding from the EIT RawMaterials Accelerator Programme will be the basis for negotiation of the terms for a financial back-flow to EIT RawMaterials when the start-up enters and signs the project agreement for Phase 2. If the start-up chooses not or does not qualify to progress to Phase 2, no back-flow scheme will be applied to the funding received during Phase 1.

## 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 confirm that they hold ownership of 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.

EIT RawMaterials and their authorised representatives in the programme undertake to ensure the confidentiality of the projects presented and developed throughout the programme.

By submitting their application, applicants consent that EIT RawMaterials and its Innovation Hubs will collect, transfer, process, store and delete their data under aforementioned conditions.

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

By submitting the application for the EIT RawMaterials Accelerator programme, applicants agree to the EIT RawMaterials [Privacy Policy](#).

## 10.1. Publicity – Visibility of the EU Funding

### Publicity by the selected startups

The selected companies must promote the EIT RawMaterials Accelerator Programme grant and its results, by providing targeted information to multiple audiences (including the media and the public) in a strategic and effective manner. A communications package including guidelines will be provided to all selected companies.

Unless EIT RawMaterials requests or agrees otherwise or unless it is impossible, any communication activity related to the action (including in electronic form, via social media, etc.) must:

- a) display the **EIT RawMaterials logo with the EU emblem** (the EU emblem should be 1/3 of the size of the EIT RawMaterials logo and the minimum height of the EU flag to be used is 4.5mm) and
- b) include the following text:  
***“This activity has received funding from the European Institute of Innovation and Technology (EIT), a body of the European Union under the Horizon 2020, the EU Framework Programme for Research and Innovation”.***

When displayed together with another logo, the EIT RawMaterials logo and EU emblem must have appropriate prominence.

For the purposes of their obligations, the selected companies may use the EIT RawMaterials logo and the EU emblem without first obtaining separate approval from EIT RawMaterials.

This does not, however, give them the right to exclusive use.

Moreover, they may not appropriate the EU emblem or any similar trademark or logo, or seek any other intellectual property rights in relation thereto, whether by registration or by any other means. EIT RawMaterials reserves the right to revoke the above right of use at any time in its sole and unfettered discretion.

### Publicity by EIT RawMaterials

EIT RawMaterials may use, for its communication and publicising activities, information relating to the action, documents (notably summaries) for publication as well as any other material, such as pictures or audio-visual material that it receives from the participants (including in electronic format).

EIT RawMaterials will publish the names of the funded companies, their origin, the amount of the grant and its nature and purpose — unless they have requested to waive this publication (because disclosure risks threatening their security and safety or harms their commercial interests).

Photos and videos taken by EIT RawMaterials during EIT RawMaterials events where the selected companies will feature are the sole property of EIT RawMaterials.

## 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. Organiser and Financing

Phase 1 of the Accelerator programme is organised by EIT RawMaterials and its regional Innovation Hubs (CLCs), which act as managing partners in coordinating the collection, evaluation, award and follow-up process at regional level. Interested applicants are invited to contact the relevant Innovation Hub staff (e.g. Business Development Managers) in advance to preliminarily discuss their ideas.

For questions and more information please contact the Business Development Manager at your nearest Innovation Hub (CLC) or Nestor Coronado, Head of Business Development at EIT RM GmbH for guidance.

The list of Innovation Hubs (CLCs) and the countries covered by each are as follows:

- **Innovation Hub (CLC) Baltic Sea:** Finland, Southern 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  
Nora Groth, nora.groth@eitrawmaterials.eu  
Ouafae Cohin, ouafae.cohin@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) North:** Northern Sweden, Denmark, Ireland and Norway  
Ulf Orrebrink, ulf.orrebrink@eitrawmaterials.eu
- **Innovation Hub (CLC) South:** Spain, Italy and Hungary  
Lorena Jurado, lorena.jurado@eitrawmaterials.eu  
Fabio Pegorin, fabio.pegorin@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

Applicants belonging to countries not listed should contact the nearest Innovation Hub.

**For information, deadlines and contact details, visit:** <https://eitrawmaterials.eu/accelerator/>

**To check the list of partners affiliated to EIT RawMaterials, visit:** <https://eitrawmaterials.eu/about-us/partners/>

**Online application link:**

[https://www.lyyti.in/EIT\\_Raw\\_Materials\\_Accelerator\\_2020\\_September\\_intake\\_ACP12\\_7739](https://www.lyyti.in/EIT_Raw_Materials_Accelerator_2020_September_intake_ACP12_7739)

## 13. TRL and CRL

