



# EIT RawMaterials Accelerator Call 2023

## Terms & Conditions

7 June 2023

### DISCLAIMER

These guidelines might be subject to further development and modifications, depending on instructions that will be provided to EIT RawMaterials in the coming months. Applicants are encouraged to regularly check the call pages of the EIT RawMaterials website for the latest version of the guidelines.

# Introduction to EIT RawMaterials Call to Accelerate Business

This call is to apply for the EIT RawMaterials Accelerator Programme 2023.

The EIT RawMaterials Accelerator is open for start-ups offering solutions to the exploration, mining, mineral processing, metal & mineral, steelmaking and recycling industries as well as suppliers of equipment, tools and software to these industries.

EIT RawMaterials unites more than 140 core and associate partners and 140+ 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. Start-ups are encouraged to apply for the Accelerator Programme, which aims to support them to rapidly develop their business and customer understanding, making them ready for business in the above-mentioned raw materials' industries.

The EIT RawMaterials Accelerator Programme is unique because it can facilitate 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 and test infrastructure facilities as well as to potential customers. We also offer supply grant funding to enable start-up teams to participate in the Accelerator Programme.

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

The present call is open throughout 2023 and there will be **2 Cohorts in 2023** to join the Accelerator Programme, with the 1<sup>st</sup> Cohort invited to submit application by **20 March 2023, 17:00 CET** and the second Cohort invited to submit application by **11 September 2023, 17:00 CET**. The Kick off workshop for Cohort 1 will tentatively be in Berlin, end-April 2023, while the Kick off workshop for Cohort 2 will tentatively be in Berlin, mid-October 2023. Dates will be updated and finalised and please make a reservation for those dates in case you get accepted in either of the Cohorts. For more information about the RawMaterials 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 the Accelerator Programme using the following link:

<https://eitrawmaterials.mantisbi.io/call/642a8092b0a80/>

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# 1. EIT RawMaterials Business Creation & Support

Minerals, metals and advanced materials are key enablers to achieve the objectives of the European Green Deal. Today, only a fraction of the most relevant raw materials is produced in Europe. This can be changed through a circular economy approach, through innovation in recycling, substitution, processing, mining, and exploration. It is the objective of EIT RawMaterials to secure a sustainable raw materials supply by driving innovation, education, and entrepreneurship across European industrial ecosystems.

EIT RawMaterials provides a collaborative environment for disruptive and breakthrough innovations by connecting more than 140 core and associate partners and 150+ project partners from business with academia, research, and investment. It also invests in future generation of innovators for the raw materials sector through initiatives ranging from education of school students to higher qualifications for industry professionals.

The company is committed to supporting Europe's transition towards a circular, green, and digital economy whilst strengthening its global competitiveness and securing employment. On this foundation, EIT RawMaterials has been mandated by the European Commission to lead and manage the European Raw Materials Alliance (ERMA).

EIT RawMaterials is an Innovation Community within the European Institute of Innovation and Technology (EIT).

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 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. RawMaterials Accelerator Programme

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

The Accelerator Programme consists of three phases – Explore, Build, Grow. 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. At the same time EIT RawMaterials opens up introductions on a pan-European level to partners in its 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 Accelerator Programme

## 2.1. Phase 1: Explore

Phase 1 is about building proof of concept for the business model in the targeted raw materials market segments. It starts with ideas with at least TRL 4 and aims to find a market niche, to develop a financial model and to build a business model. Selected start-ups will receive €10K 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 duration of around 3 months. It starts with a workshop, followed by bi-weekly calls with coaches. It ends with a graduation day at which the start-ups pitch their ideas. Graduation day is also the Evaluation stage gate process for start-ups to enter to Phase 2 of 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 are entering both Phase 2 and Phase 3 and receive up to €80K funding to cover their costs of participating in Phase 2 and Phase 3, deploying the amount in 2 payments (first tranche payment unlocked with signature of Project Agreement and financial sustainability mechanism (See Section 12)).

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 duration of Phase 2-Build of the EIT RawMaterials Accelerator Programme is around 6 months. It starts with a two-day workshop and several expert sessions and continues with coaching calls every 3 weeks. A final graduation at the end of Phase 2 will be conducted, which act as Mid-term review stage gate process for start-ups to validate their performance and continue to Phase 3 of the Accelerator Programme.

## 2.3. Phase 3: Grow

Phase 3 aims to get your business ready for sales, scaling and international expansion. The offering of the start-ups should start at least at TRL 5 and head for market entrance. Start-ups that were evaluated positively during Phase 2 final graduation will continue 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
- Have a complete team, aligned to scale market entrances and sales
- Be a provider of new impact driven technology within the EIT RawMaterials value chain

The structure of Phase 3 is built on individual team support based on the teams' needs and will include expert workshops, coaching calls and funding to support market entrance and/or growth and will run for a period of around 6 months for each team.

### 3. Cohort 1 – 2023

In Cohort 1 EIT RawMaterials will select a maximum of 18 start-ups that enter the first phase of the EIT RawMaterials Accelerator Programme and depending on stage gate evaluation criteria enter later Phase 2-Phase 3 full program deployment. Being accepted in Cohort 1 – 2023 secures only the participation of start-ups to Phase 1 and not to all Phases. Being selected later in Phase 2 automatically opts up for entering both Phase 2 – Phase 3, upon described process and criteria.

The Call for Cohort 1-2023 opens on **20 January 2023** and the deadline for application is **20 March 2023, 17:00 CET**.

Phase 1 of Cohort 1 programme will start in late April and finish in early September 2023. Final dates and times for the programme activities will be communicated on announcement of the selected start-ups.

### 4. Cohort 2 – 2023

In Cohort 2 EIT RawMaterials will select a maximum of 18 start-ups that enter the first phase of the EIT RawMaterials Accelerator Programme and depending on stage gate evaluation criteria enter later Phase 2-Phase 3 full programme deployment. Being accepted in Cohort 2 – 2023 secures only the participation of start-ups to Phase 1 and not to all Phases. Being selected later in Phase 2 automatically opts up for entering both Phase 2 – Phase 3, upon described process and criteria.

The Call for Cohort 2-2023 opens on **21 March 2023** and the deadline for application is **11 September 2023, 17:00 CET**.

Phase 1 of Cohort 2 programme will start in mid-October and finish in February 2024 (including Christmas break). Final dates and times for the programme activities will be communicated on announcement of the selected start-ups.



## 5. Phase 1 - Explore

### 5.1. Target Group and Criteria - Explore

The target group and criteria for the RawMaterials Accelerator Programme Phase 1 are as follows:

- Teams or Start-ups with an innovative idea/solution
- The phase of the solution should be ready for acceleration, at least TRL 4 (beyond 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 programme
- Start-ups that are funded for the same activity by another KIC (Knowledge and Innovation Community) are not eligible
- The programme is open to participants who have an operative branch in one of the EU member countries or Countries Associated to Horizon Europe<sup>1</sup> at the time of the submission of the proposal

### 5.2. Programme for Phase 1 - Explore

The EIT RawMaterials Accelerator Programme Phase 1 will start with a two day onsite or three-day online workshop, gathering all 18 teams with two participants from each selected start-up. The location and date will be communicated alongside the announcement of the selected companies. At this workshop, the 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.

The next tool for individual coaching in the acceleration process will consist of 3-5 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 & Evaluation of Phase 1 will consist of a two-day workshop starting with a pitch training followed by the final pitching session. The pitching is mandatory and consists of the evaluation process in front of a jury for start-ups to be evaluated against stage gate criteria to enter Phase 2 – Phase 3, the next step in the Accelerator Programme.

**Start-ups that have graduated Phase 1 in earlier years of EIT RawMaterials Accelerator programme will be invited to pitch on the same format as the Cohorts of 2023 and the up to 12 selected will enter Phase 2- Phase 3.**

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. Please keep in mind that there might be changes of format on how workshops are conducted due

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<sup>1</sup> See [https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/guidance/list-3rd-country-participation\\_horizon-euratom\\_en.pdf](https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/guidance/list-3rd-country-participation_horizon-euratom_en.pdf)

to the COVID-19 crisis and other travel restrictions.

## 6. Phase 2 - Build

The EIT RawMaterials Accelerator Programme will continue with Phase 2-Build. The aim is to select up to 12 teams entering Phase 2 with a programme duration of around 6 months.

Phase 2 will start soon after the end of Phase 1. The selection will be based on the final pitch session that is the stage gate to the next phase.

### 6.1. Target group and Criteria for Phase 2 - Build

The target group and criteria to enter Phase 2 are as follows:

- Start-ups need to be registered as a legal entity at the Chamber of Commerce and the Tax Authorities
- 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 show good progress from completing Phase 1-Explore
- Product/ Technology or service at TRL 5-7; on level prototype, Minimal Viable Product (MVP) or demo
- Market CRL 5-7; established interest for product & relations with target customer
- A fundamental slide deck/presentation
- A milestone plan
- Interview list of identified customers/stakeholders/partners or other important contacts
- The final selection of participants is based on a pitch evaluated by internal EIT RawMaterials staff and external evaluators
- The selected start-up will agree and sign the Financial Sustainability Scheme with EIT RawMaterials

### 6.2. Programme for Phase 2 - Build

Phase 2 has a duration of around 6 months and a defined programme with mandatory workshops to attend for the teams. We expect to see two participants from each team in each workshop and coaching session to foster alignment inside the team and speed up the capacity to progress.

- Kick-off Workshop for Phase 2 will be a two-day workshop. During the programme additional expert sessions are organised.
- Coaching calls take place every third week to continue and push for advancement. Tuning calls are an important way of receiving feedback on work and identifying and verifying important assumptions. Teams are responsible to organize these calls and include their assigned Business Development Manager and process leader. The format will be discussion based with action plans put forward and “home lessons” for the next call. The sessions will be held online.

- During the last two - three months individual coaching will be planned for each team and lead by the assigned coach and the Innovation Hub (CLC).
- Graduation & Mid-term review Workshop for Phase 2 will consist of the compliance evaluation process in front of a jury for start-ups to be evaluated against stage gate criteria to continue to Phase 3.

Workshops format will be either online or in person, capturing COVID-19 and other travel restrictions. More information will be provided along with the announcement of the selected companies.

During the kick-off workshop, the selected start-ups will be provided with more details about the process, programme and expectations. In order to integrate and link new innovations to the EIT RawMaterials innovation community, we will invite our partners directly to participate in selected activities to create a bigger impact and support progress.

## 7. Phase 3 - Grow

The next step in your journey within the EIT RawMaterials Accelerator Programme is Phase 3 – Grow. The basis for the entering Phase 3 will be the process as described in Phase 2 and in evaluation section with evaluators consisting of Internal staff at EIT RawMaterials and external evaluators.

### 7.1. Target group and Criteria for Phase 3 - Grow

The target group is comprised of start-ups that have graduated from Phase 2 of the RawMaterials Accelerator Programme. Entering criteria for Phase 3 are as follows:

- The start-up has graduated successfully from Phase 2 of the programme
- The start-up needs to be a legal entity
- The technology readiness needs to be at level 5 or higher
- The customer readiness needs to be at level 7 or higher
- The start-up needs to show first sales of products/ services (could also be a pre-sale like a market test)
- The start-up needs to have a balanced and complete team ready for scaling and entering the market
- The start-up needs to have developed a robust financial model that supports the intended business model and a 5-year projection of expected revenues, costs and investments required (to support market introduction or scaling business)
- The start-up needs to show a significant progress in the development of their core technology and its alignment with the identified market
- The start-up with its innovation needs to be in scope of EIT RawMaterials (section 7)

### 7.2. Programme for Phase 3 - Grow

The objective for Phase 3 is about bringing new technology into the market. The aim is for the start-up to go from first customer to establishing a first market segment and to grow geographically or in segment on a European and global level within the EIT RawMaterials value chain.

The programme is designed to enable flexibility and meet identified needs for selected start-ups and will run for 6 months. The timeline, objectives and milestones for each start-up within Phase 3 will be identified in dialogue with the assigned Business Development Manager and Process Leader and defined in the signed Project Agreement. This will be done before participating in the first expert workshop. Start-ups are expected to appoint two team members to participate in all activities, to ensure alignment inside the team and support capacity to progress. The design of Phase 3 is built on expert workshops and coaching calls within an individual programme based on each start-ups' needs.

- **Start dialogue**, aims to set tailored project plan for each start-up, which comprises objectives, milestones and supportive actions for coming 6 months.
- **Expert workshops**  
Phase 3 is designed around individual coaching sessions with experts from identified areas. The programme will kick-off with a workshop to introduce the teams and the experts and be followed by a workshop consisting of individual coaching sessions. This first workshop is mandatory. For the remainder, the teams will be able to set individual coaching sessions with each expert. We expect the teams to prepare for each call for ensure efficient meetings and dialogues.
- **Coaching calls take place** every month, to continue and push for advancement. Coaching calls are an important way of receiving feedback on work and identifying and verifying important assumptions. Coaching calls will be organised every month by the teams and attended by their assigned Business Developer and Process Leader.
- **Finally**, in alignment with the last workshop, there will be a presentation from each start-up, framing status and reflecting on the progress made within Phase 3 and the EIT RawMaterials Accelerator Programme as a whole. This action is for enabling further support and access to the EIT RawMaterials Consortium and its network.
- **Events**, during the programme there will be opportunities to attend different events that are hosted by EIT RawMaterials or its partners.
- **Funding**, the funding will enable activities to meet the milestone and objectives set for each start-up in its 6-month plan at the end of Phase 3.

## 8. 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. 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, which 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 raw material's 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 optimized for End-of-Life products
5. **Substitution** of critical and toxic materials in products and for optimized 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 optimized 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 addresses 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.

In this Accelerator Call 2023, EIT RawMaterials is particularly seeking companies developing solutions (products and services) supporting the 3 guiding strategic frameworks of our organization, called Lighthouses:

1. The Responsible sourcing Lighthouse; which aims at boosting the responsible sourcing of critical and strategic raw materials in Europe. Three approaches are at the core of the Lighthouse Responsible Sourcing: i) achieving a more targeted and cost-effective exploration and quicker transition to operation; ii) reducing the environmental footprint of mining and processing; and iii) improving the efficiency of mineral and metallurgical processing.
2. The Sustainable materials Lighthouse, that focusses on the substitution of critical, toxic, and low-performance materials, i.e., at the elemental, materials, and processing levels. Key technological approaches include the modelling of materials and processes, alloy development, microstructure engineering, and resource efficient materials design and processing, including near-net-shape processing, e.g., 3D printing
3. The Circular Cities Lighthouse, that focusses on innovation and education related to industrial symbiosis, design for recycling and life-time extension, end-of-life product recycling, as well as in the chain of custody (traceability, sustainability, transparency).

([eitrawmaterials.eu/lighthouses](http://eitrawmaterials.eu/lighthouses)).

## 9. How to Apply

Teams that are interested in joining the EIT RawMaterials Accelerator Programme can apply either in Cohort 1 until **20 March 2023, 17:00 CET** or in Cohort 2 until **11 September 2023, 17:00 CET** using the link below. Candidates are asked to complete an online application form 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://eitrawmaterials.mantisbi.io/call/642a8092b0a80/>

The evaluation process is as follows:

1. The deadline for application for Cohort 1 is **20 March 2023, 17:00 CET** and the deadline for application for Cohort 2 is **11 September 2023, 17:00 CET**. In case of any issues, please contact Kirsten Winterfeld, Business Development Specialist at EIT RawMaterials, at [kirsten.winterfeld@eitrawmaterials.eu](mailto:kirsten.winterfeld@eitrawmaterials.eu). No applications submitted after the deadline can be considered.
2. The evaluation and selection of start-ups will be undertaken by each Innovation Hub (CLC) following the evaluation process and criteria explained below.
3. All six Innovation Hubs will select the up to 18 start-ups for Phase 1 of the Accelerator Programme in each Cohort.
4. In April for Cohort 1 and in September for Cohort 2, the selected start-ups/teams will be announced and contacted by a representative at HQ as well as their respective Innovation Hub (CLC).
5. Non-selected start-ups will be contacted by a representative at HQ and their Innovation Hub (CLC) to provide feedback and potential alternative support.
6. The selected start-ups will sign a project agreement with the Innovation Hub (CLC) legal entity, describing all parties' obligations.

## 10. Evaluation Process and Criteria

Evaluation process is based on evaluation that will be undertaken by EIT RawMaterials staff and external evaluators at each of the six Innovation Hubs around Europe, followed by a resolution decision meeting. This will be done on the basis of your proposal, using the criteria described below and secures only the entrance to Phase 1 and not all Phases.

Evaluation and entrance in Phases 2-3 combined will be based on the pitching presentation in respective Graduation in front of jury (internal EIT RawMaterials staff and external evaluators), using the same criteria described below taking into consideration the stage gate criteria (see above sections for Phase 2 and Phase 3).

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.



CRITERIA	THRESHOLD	MAXIMUM POINTS
1. EXCELLENCE	2.5	5
2. MARKET & FINANCE	2.5	5
3. TEAM	2.5	5
4. IMPACT	2.5	5
5. FINANCIAL SUSTAINABILITY SCHEME	2.5	5
<b>TOTAL</b>	<b>15</b>	<b>25</b>

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

- New products or services introduced into the market within 3 years
- New jobs to be created in the raw materials sector
- Private investment and other funding attracted by the start-ups
- EIT RawMaterials Financial Sustainability scheme

**Selected beneficiaries must avoid any conflict of interest and comply with the principles of transparency, non-discrimination and sound financial management.**

## 11. Amount of Funding

The funding for the EIT RawMaterials Accelerator Programme Phases 1, 2 and 3 will be given directly to the team/ company to help cover costs such as working hours, travel and accommodation costs, and other costs connected to an active participation in each phase. The funding amount for Phase 1 is €10K, while for Phases 2 & Phase 3 is €80K combined. The payment of the funding for Phase 1 is based on a prepayment of 75% at the beginning and a balance payment of 25% at the end of the phase. The payment for Phase 2 and Phase 3 will be done on 2 tranches, with 75% at the beginning of Phase 2 and 25% at the end of Phase 3. The payment will be divided between years and follow the same proportional payment ratio as described above, if required. **Participants of Phase 1 only will receive the €10K as lump sum payment. Participants of Phase 1 to 3 will receive the final payment based on actual costs.**

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 each respective phase of the programme in order to receive the grant. In this agreement, the activity plan and attached budget for spending the grant will be specified. Please note as well that concrete deliverables may be established that need to be delivered by the end of the programme and its phases.

By signing the project agreement for Phase 1 of the EIT RawMaterials RM Accelerator Programme, the start-up agrees that the funding of €10K will be part of the total sum of funding if the start-up proceeds to Phases 2 and 3 of the programme.

Participants established in third countries not associated to Horizon Europe may only receive a maximum amount of EUR 60,000.<sup>2</sup>

<sup>2</sup> See [https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/guidance/list-3rd-country-participation\\_horizon-euratom\\_en.pdf](https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/guidance/list-3rd-country-participation_horizon-euratom_en.pdf)



The total amount of funding from the EIT RawMaterials Accelerator Programme Phases 1, 2 and 3 along with the provided services will be the basis for the terms of a financial sustainability scheme (see Section 12) to EIT RawMaterials when the start-up enters and signs the project agreement during Phase 2.

All grants paid out will be subject to Horizon Europe cost eligibility rules as detailed in the [Horizon Europe Annotated Model Grant Agreement](#).

## 12. Financial Sustainability Scheme

EIT RawMaterials is committed to supporting the best ideas and the projects with the highest potential to generate an impact in the raw materials value chain, as well as to developing its financial sustainability strategy, as mandated by the EIT.

As a result, selected participants in Phase 2 – Phase 3 will be required to contribute to the financial sustainability strategy of EIT RawMaterials and its community with the two following:

1. **EIT RawMaterials Equity participation<sup>3</sup>:** EIT RawMaterials shall be entitled to acquire a minority interest in the equity of the venture (“Equity Participation”). The price of the Equity Participation shares to be issued to EIT RM shall be either determined on a fixed price/percentage basis or depending on the valuation of the venture at its next investment round (“SAFE”). In either case, the valuation of the venture shall be made on a pre-money basis with the grant(s) issued under the Accelerator programme to constitute the EIT RM capital contribution.
2. **Network Partners:** Selected applicants will need to become part of EIT RawMaterials community by applying to the “Network Partnership” level and become Network Partners for 2 years (2023, 2024).

The EIT RawMaterials Financial Sustainability scheme (“FS-Scheme” or “Financial Sustainability Scheme”) shall reasonably take into account the amount of the funding allocated, the impact generated or to be generated by it and, if applicable, additional opportunities and services provided by EIT RawMaterials such as successful access to investors and customers. Details of the Financial Sustainability Scheme shall be agreed upon as part of the Project Agreement (PA). Nevertheless, we encourage applicants to indicate their proposals for key elements of their FS Scheme when applying under this Call.

## 13. 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

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<sup>3</sup> EIT RawMaterials reserves the right in exceptional cases to apply the revenue sharing backflow model

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](#).

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.

## 14. Publicity – Visibility of the EU Funding

### Publicity by the selected start-ups

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 ‘Supported by’ and the **EIT RawMaterials Accelerator 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:  
***“Co-funded by the European Union”***

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 of disclosure risks threatening their security and safety or harming 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.

## 15. Anti-Money Laundering, No-Sanctions List Declarations and Conflict of Interest

Selected for funding applicants will be required to submit declarations in line with the EU 4th Anti-Money Laundering Directive<sup>4</sup> and that neither the applicant nor any of its shareholders, ultimate beneficial owners (if different from the shareholders), executives, other high-ranking officials, family members or close associates are listed on a UN, EU or other sanctions list.

The participants must take all measures to prevent any situation where the impartial and objective award of the grant is compromised for reasons involving economic interest, political or national affinity, family or emotional ties or any other shared interest ('conflict of interest').

They must inform EIT RawMaterials without delay of any situation constituting or likely to lead to a conflict of interest, and immediately take all necessary steps to rectify this situation.

EIT RawMaterials may verify that the measures taken are appropriate and may require additional measures to be taken by a specified deadline.

## 16. Terms and Conditions

By submitting their application form, applicants agree to the Terms and Conditions, which form part

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<sup>4</sup> See <https://eur-lex.europa.eu/legal-content/EN/LSU/?uri=CELEX:32015L0849>

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 at any time.

Beneficiaries might be subject to a formal ex-post impact assessment within at least five years after the end of the activity. This is to determine the impact of the activities outputs.

## 17. Appeal and Redress Procedure

Upon receipt 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 receipt of the evaluation feedback sent by EIT RawMaterials, and should be sent to [compliance@eitrawmaterials.eu](mailto: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 and 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 OMT (Operational Management Team). If there is clear evidence of a shortcoming that could have affected the funding decision, 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 already been 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 any other criterion.

- 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.

## 18. Organiser and Financing

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 team (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 for guidance (see below for contact).

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

- **Innovation Hub Baltic Sea:** Finland, Southern Sweden, Norway and the Baltic States  
Catherine Bounsaythip, [catherine.bounsaythip@eitrawmaterials.eu](mailto:catherine.bounsaythip@eitrawmaterials.eu)  
Mikko Korhonen, [mikko.korhonen@eitrawmaterials.eu](mailto:mikko.korhonen@eitrawmaterials.eu)  
Hanna Juntilla, [hanna.juntilla@eitrawmaterials.eu](mailto:hanna.juntilla@eitrawmaterials.eu)
- **Innovation Hub Central & West:** Belgium, The Netherlands, United Kingdom, North-Western Germany, France, Southern Germany, Switzerland and Portugal  
Maria Encina Lopez Arias, [marien.lopez-arias@eitrawmaterials.eu](mailto:marien.lopez-arias@eitrawmaterials.eu)  
Carolyn Hendrys, [carolin.hendrys@eitrawmaterials.eu](mailto:carolin.hendrys@eitrawmaterials.eu)  
Nora Groth, [nora.groth@eitrawmaterials.eu](mailto:nora.groth@eitrawmaterials.eu)  
Nicolas Menou, [nicolas.menou@eitrawmaterials.eu](mailto:nicolas.menou@eitrawmaterials.eu)  
Steffen Robert, [steffen.robert@eitrawmaterials.eu](mailto:steffen.robert@eitrawmaterials.eu)
- **Innovation Hub East:** Poland, Eastern Germany, Slovenia, Croatia, Austria, Greece, Romania, Slovakia, Bulgaria, Czech Republic, Hungary, Ukraine, Serbia, Republic of North Macedonia, Montenegro, Bosnia and Herzegovina, Albania.  
Antonis Politis, [antonis.politis@eitrawmaterials.eu](mailto:antonis.politis@eitrawmaterials.eu)  
Danuta Tuchorska, [danuta.tuchorska@eitrawmaterials.eu](mailto:danuta.tuchorska@eitrawmaterials.eu)
- **Innovation Hub North:** Northern Sweden, Denmark, Ireland and Norway  
Ulf Orrebrink, [ulf.orrebrink@eitrawmaterials.eu](mailto:ulf.orrebrink@eitrawmaterials.eu)  
Theo Berthet, [theo.berthet@eitrawmaterials.eu](mailto:theo.berthet@eitrawmaterials.eu)
- **Innovation Hub South:** Spain, Italy, Israel  
Lorena Jurado, [lorena.jurado@eitrawmaterials.eu](mailto:lorena.jurado@eitrawmaterials.eu)  
Fabio Pegorin, [fabio.pegorin@eitrawmaterials.eu](mailto:fabio.pegorin@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/>

Link to online application submission: <https://eitrawmaterials.mantisbi.io/call/642a8092b0a80/>

## 19. TRL and CRL



Figure 2. Technology Readiness Level (TRL) and Commercial Readiness Level (CRL)