

**EIT CLIMATE-KIC ACCELERATOR 2018
EIT REGIONAL INNOVATION SCHEME (EIT RIS)**

**EIT RIS countries with physical accelerator location:
Bulgaria, Cyprus, Estonia, Latvia, Malta, Portugal, Romania, Serbia, Slovenia**

Call for applications

Foreword

Climate-KIC EIT RIS Accelerator 2018 is an Acceleration Programme encouraging the development of new businesses in the field of the low carbon economy through the provision of a service package and grants for selected participants from the EIT RIS countries.

It is run in collaboration with regional partners in the framework of the European initiative Climate-KIC and the EIT Regional Innovation Scheme (EIT RIS) by the following Climate-KIC partners:

- Provadis School of International Management and Technology (<https://www.provadis-hochschule.de>)
- Cleantech Bulgaria (<http://cleantech.bg/>), based in Sofia, Bulgaria.
- Chrysalis Leap (<http://chrysalisleap.com/>), based in Limassol and Nicosia, Cyprus.
- Cleantech ForEst (<https://www.cleantechforest.ee/>), based in Tallinn, Estonia.
- Riga Technical University (<http://www.rtu.lv/en/>), based in Riga, Latvia.
- Paragon Europe (<http://paragoneurope.eu/>), based in Mosta, Malta.
- Building Global Innovators (BGI) (<http://buildingglobalinnovators.eu>), based in Lisbon, Portugal.
- Timis Chamber of Commerce, Industry and Agriculture (CCIAT) (<http://www.cciat.ro/>), based in Timisoara, Romania.
- Chamber of Commerce and Industry of Serbia (CCIS) (<http://www.pks.rs/>), based in Belgrade, Serbia.
- Centre of Excellence for Low Carbon Technologies (CONOT) (<http://www.conot.si/>) (<http://www.tp-lj.si/en>), based in Ljubljana, Slovenia.

The countries hosting the programme are 9 of the mentioned partners and they are called **Main EIT RIS Countries:** Bulgaria, Cyprus, Estonia, Latvia, Malta, Portugal, Romania, Serbia, Slovenia

The other target countries are defined as **Additional EIT RIS Countries**. They are: Croatia, Czech Republic, Greece, Lithuania, Slovakia, Albania, Bosnia and Herzegovina, Macedonia, Moldova, Montenegro.

EIT Climate-KIC

EIT Climate-KIC (www.climate-kic.org) is the EU's largest public private partnership addressing climate change through innovation to build a zero carbon economy.

We address climate change across four priority themes: urban areas, land use, production systems, climate metrics and finance. Education is at the heart of these themes to inspire and empower the next generation of climate leaders.

We run programmes for students, start-ups and innovators across Europe via centres in major cities, convening a community of the best people and organisations.

Our approach starts with improving the way people live in cities. Our focus on industry creates the products required for a better living environment, and we look to optimise land use to produce the food people need.

EIT Climate-KIC is supported by the European Institute of Innovation and Technology (EIT - <https://eit.europa.eu>), a body of the European Union.

EIT Climate-KIC Accelerator Programmes are run from all our main locations: France, Germany, the Netherlands, Nordic Countries, Hungary, Spain, UK, Poland, Italy and Switzerland. Since 2014, some EIT Climate-KIC activities, including acceleration, are developed in regions called "EIT RIS", that means participating in the "EIT Regional Innovation Scheme" promoted by the EIT. A dedicated acceleration pilot was run in 2016 in all nine RIS countries and continued in 2017.

1. Objective

This call is aimed at encouraging the development of new businesses in the field of the low carbon economy through the provision of a service package and grants for selected participants from the EIT RIS countries.

Consultancy, materials and training activities will be delivered in English. Applicants to this call must have a good knowledge of the English language: at least language level B2 – independent user/upper intermediate¹ is requested.

¹ See the "Common European Framework of Reference for Languages" scale available here: http://en.wikipedia.org/wiki/Common_European_Framework_of_Reference_for_Languages

Target applicants

The programme is open to holders of ideas and/or entrepreneurial projects and start-ups already active in the field of low-carbon economy from the respective EIT RIS countries:

- Aspiring entrepreneurs (individually or as a team) to take up the development of innovative products and services initiatives in the low carbon market
- Early-stage (up to three years at the time of application) start-up companies, operating in the market low-carbon, looking for support to improve their business model

You can apply if you fulfil the following criteria:

General

- Maximum 3 years incorporated (stage 1, 2 & 3)
- Single founder
- Full time commitment from active founders
- Active founders should hold more than 75% equity
- Connection to geography either as location of incorporation, manufacturing site or market
- Start-up has a breakthrough idea related to new technology or service with substantial climate impact.
- The team is capable of working in an English-speaking environment
- The team is committed to participate in the programme activities

Stage 1 – Fundamentals: Business model development

This stage aims to help entrepreneurs translate inventions into business plans, develop and present a business model using the Business Model Canvas or another appropriate business model assessment framework, and present a plan for validating that business model by real-world customers

Financial support: up to EUR 20,000 grants

We are looking for start-ups (third parties) that comply with the following criteria:

- **A BASIC business model** is already defined.
- The start-up is composed by a motivated team (at least two founders).
- The start-up may or may not have a legal entity formed yet. In case they have a legal entity this cannot be older than 3 years.

Stage 2 – Validation: Business Model Validation & First Customers

Builds on the first stage and helps entrepreneurs translate business plans into concrete value propositions. Start-ups need to provide evidence of the validation of the business model by real-world customers and develop and present a plan for developing products/services to market-readiness and achieving market entry.

Financial support: minimum EUR 5,000 and up to EUR 25,000 grants

We are looking for start-ups (third parties) that comply with the following criteria:

- Successfully absolved stage 1 or coming directly to stage 2.
- **A SOLID business model** is already defined.
- The start-up is composed by a motivated team (at least two founders) and the leadership team is already in place.
- The start-up has already a legal entity or is in advanced process to set one.

Incubation Stage 3 – Delivery: Onwards to investment and scaling

Purpose: Help entrepreneurs to prepare for a future of investment rounds and scaling. Pursue market entry with core product/service in beachhead markets and achieve a meaningful number of commercial transactions that validate value proposition of product/service and leads to generation of first commercial revenue. Start-ups in this stage of the programme are supported in preparation for negotiations with potential investors and partners and can tap into a network of investor contacts and partners.

Financial support: minimum EUR 20,000 and up to EUR 50,000 grants

We are looking for start-ups (third parties) that comply with the following criteria:

- Successfully absolved stage 2 or coming directly to stage 3.
- **A VALIDATED business model** is already defined.
- The start-up is composed by a motivated team (at least two founders) and the leadership team is already in place.
- The start-up has already a legal entity not older than 3 years.
- Early users/ customers/ partners identified.

Object

For the year 2018, all three stages are open for application:

- Stage 1: Fundamentals / Business Model Definition, which provides support for up to 10 business ideas and ends with the definition of the business model and main project characteristics.

- Stage 2: Business Model Validation - Provide evidence of the validation of the business model by real-world customers and develop and present a plan for developing products/services to market-readiness and achieving market entry.
- Stage 3: Delivery / Investor Readiness - which provides support to 2 already established startups and ends with the organization of meetings with investors and / or potential customers.

2. Objectives, services provided and duration

- Duration: June – November 2018 (6 months)
- Location: Bulgaria, Cyprus, Estonia, Latvia, Malta, Portugal, Romania, Serbia, Slovenia

Support and services provided:

- o Coaching and mentoring for the development of the project
- o Boot camps and workshops targeted to support the further development of the business
- o Grant support

The grant amount provided depends on the jury decision, but have to be within the following:

Stage 1 : up to EUR 20,000 grants

Stage 2: minimum EUR 5,000 and up to EUR 25,000 grants

Stage 3: minimum EUR 20,000 and up to EUR 50,000 grants

To enable participants to take part in the programme, contracts will be signed between Provdadis and the selected applicants. Contracts will include information on grants type and amounts as well as terms and conditions on reimbursement claiming. Forms and templates will be provided.

Financial support is strictly related to the entrepreneurial projects and business projects presented and described in the application form. Startups have to work towards achieving agreed milestones and split their costs into the following categories: staffing costs, travel and subsistence costs, material expenses, coaching.

Every selected project will be supported by a programme coach who will give advice on eligibility of services to be provided and conditions of reimbursement claiming.

Participants in the programme will have the opportunity to develop contacts with international organisations (start-ups, established companies, research organizations, supporting organizations, private consultants etc.) but also with the network of organisations participating in the Climate-KIC initiative (see: <http://www.climate-kic.org/partners/>).

Results: Since this is a EU funded initiative, reporting on the activities carried out including feedback obtained from the first contacts with potential partners and / or customers, will be delivered by selected applicants within 31/10/2018. Forms and instructions will be provided by main EIT RIS country programme leads and Provalids.

Since this is a financial support to third parties, when applying to this call all the applicants commit themselves to follow the rules and the requirements set by the EIT in terms of correct use of financial support, right to carry out audits and reviews by EIT and other EU representatives, conflict of interests, confidentiality, use of EIT KIC logo and EU emblem, right of the EIT to use the beneficiaries' data and products, liability, etc.

3. Applications

Qualified applicants from Croatia, Czech Republic, Greece, Lithuania, Slovakia, Albania, Bosnia and Herzegovina, Macedonia, Moldova, Montenegro may apply as well if they are able to attend all compulsory events and coaching sessions in the main EIT RIS countries location.

The official application form is posted at <http://www.climate-kic.org/ris/accelerator>

The following documents are to be delivered as part of the application:

- 1. Curriculum Vitae in English, you may use the Europass form (<https://europass.cedefop.europa.eu/documents/curriculum-vitae>)** for the company legal representative and/or the project contact person from the legal representative. In case of projects presented by non-registered companies, CVs of all team members must be provided;
- 2. Business register information** for registered companies only;
- 3. Photocopy of an Identity Document:** of the Company Legal representative or main contact person for non-registered companies.

The application form must be completed within the following deadline:

3 April 2018, 5pm CET

Applications received after the deadline will be considered ineligible.

A list of the national contact points is to be obtained at <http://www.climate-kic.org/ris/accelerator>.

4. Selection Criteria

Candidates will be evaluated by a Selection Committee based in each main RIS country using the criteria here below.

For all eligible projects, marks on a scale 1 to 5 will be given to each criterion.

Composition of the selection committee

- Four members at least.
- Accelerator Lead and/ or Accelerator Manager(s)
- At least two external reviewers (with no conflicts of interest with Climate-KIC Legal Entities or Partners)
- At least 50% of the reviewers have to be external

Selection criteria used in the score sheets:

- Likert scores [1 low quality → 5 high quality]
- Innovativeness
- (New in research [+], patents protected [+] or already in market [-])
- Feasibility
- (Idea Realistic? Technically feasible? Prototype available? Time to market?)
- Team
- ("right" competences at place? Market Experience?, Track record?)
- Climate Benefit
- (Climate Impact, Carbon footprint etc.)
- Scalability
- (is the idea scalable to international markets?)
- Long term perspective
- (Sustainability of Concept)
- Programme fit
- (interesting for Climate KIC, coachable etc.)
- Local criteria 1
- Local criteria 2

Withdrawal is generally not possible, unless for serious and certified reasons. Selection results will be communicated to selected candidates via e-mail.

All the application eligible in terms of documentation provided and evaluation criteria will be ranked in the selected list per main EIT RIS country.

5. Monitoring and Control

Call for proposals beneficiaries are requested to provide to EIT Climate-KIC - or external people appointed by Climate-KIC - all necessary information, data and reports, in order to ensure monitoring of the activities related to the present call.

EIT Climate-KIC is entitled to perform any necessary control including the possibility to perform deep inspections including on sample activities in order to verify compliance and maintenance of the selection conditions and requirements.

6. Changes related to beneficiaries

The companies or business project promoters benefiting from the opportunities offered by the present call should promptly notify Climate-KIC any change or any other event - occurred after the submission of their application – having an impact on Art. 2 target applicants requirements.

7. Privacy

EIT Climate-KIC and the EIT RIS Acceleration Programme are funded by the European Institute of Innovation and Technology (EIT). Applicants have to acknowledge that their personal data will be submitted to EIT for the purpose of cost and performance reporting.

8. Responsible person for the present call

The responsible person at Climate-KIC for the call for applications is Julia Panny, Climate-KIC EIT RIS Programme Officer, julia.panny@climate-kic.org

9. Responsibility and Confidentiality

Each applicant is responsible for the completeness, clarity and truthfulness of the data and information contained in the documents and materials prepared and /or compiled for the application to the present call. EIT Climate-KIC is therefore not responsible for such contents, or for any inaccuracies, omission or violation of other parties' rights. Any request for clarification, correction or compensation from third parties will be faced directly by the candidate.

10. Request for information

The information and forms related to the present call are available on the following website: <http://www.climate-kic.org/ris/accelerator>

For further information, it is also possible to contact Julia Panny:

Email: julia.panny@climate-kic.org

11. Modifications of the call

Any updated version of the present call and application form module and any other communication will be published on the following website: <http://www.climate-kic.org/ris/accelerator>

Frankfurt, 10 February 2018