CLIMATE-KIC RIS ACCELERATOR 2016
EIT REGIONAL INNOVATION SCHEME (EIT RIS)
Target RIS countries: Bulgaria, Cyprus, Latvia, Malta, Portugal, Romania, Serbia, Slovenia Croatia, Greece, Albania, Bosnia and Herzegovina, Moldova, Montenegro
<u>Call for applications</u>

Foreword

Climate-KIC RIS Accelerator 2016 is the 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 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) is a university of applied sciences, specialising in dual and occupational degree programs for working professionals and school graduates, based in Hoechst, Frankfurt (Germany).
- Aster (www.aster.it) is the Emilia-Romagna Consortium for Innovation, Technology Transfer and Entrepreneurship based in Bologna (Italy).

The target RIS countries are Bulgaria, Cyprus, Latvia, Malta, Portugal, Romania, Serbia, Slovenia, Croatia, Greece, Albania, Bosnia and Herzegovina, Moldova, Montenegro.

The following regional partners will be involved in the activity as lead partners:

- Cleantech Bulgaria (http://cleantech.bg/), based in Sofia, Bulgaria.
- Cyprus University of Technology (http://www.cut.ac.cy/) and Chrysalis Leap (http://chrysalisleap.com/), based in Limassol and Nicosia, Cyprus.
- Riga Technical University (http://www.rtu.lv/en/), based in Riga, Latvia.
- Paragon Europe (http://paragoneurope.eu/) and Malta Life Sciences Park (http://www.lifesciencespark.com/), based in Malta.
- Building Global Innovators (BGI) (http://buildingglobalinnovators.eu) and Startup Lisboa (http://www.startuplisboa.com/) 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/) and Technology Park Ljubljana (http://www.tp-lj.si/en), based in Ljubljana, Slovenia.

The countries hosting the programme are 8 of the mentioned partners and they are called **Main RIS Countries**: Bulgaria, Cyprus, Latvia, Malta, Portugal, Romania, Serbia, Slovenia

The other target countries are defined as **Additional RIS Countries**. They are: Croatia, Greece, Albania, Bosnia and Herzegovina, Moldova, Montenegro

Climate-KIC

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

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 Climate-KIC activities, including acceleration, are developed in regions called "RIS", that means participating in the "Regional Innovation Scheme" promoted by the EIT.

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 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 intermediate[1] is requested.

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 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 are an entrepreneur with intention to create a company in 2016 and you have a co-founder in your team
- You are an early-stage start-up (up to 3 years at the time of application), already incorporated
- You have a breakthrough business idea related to new technology with substantial climate impact in any of the following climate-related fields: cities and urban transitions, sustainable production systems, land and water, climate finance, buildings, industry, retail, energy efficiency, etc.
- You are motivated to achieve global success.
- You will make yourself available for all training and other sessions during the Accelerator in the location where activities are organised. For Applicants coming from additional RIS countries please be aware that compulsory events and coaching session will be held in main RIS countries.
- You have an advanced English level, min. B2

Object

Normally, the programme is implemented in 3 stages offering specific support packages. For the year 2016, only stage 2 will be implemented in the target RIS countries.

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[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

- 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 - which provides support for up to 8 business projects per main RIS country and ends with the verification of the technical / economic / financial business plan.**

- 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 of stage 2

For stage 2, the services are:

Stage 2: Business Model Validation

Objective: To support up to 8 projects/start-ups in each main RIS country to develop their business through an initial contact with technology partners and / or commercial and potential customers. All actions will be mainly delivered in the main RIS countries as well as other Climate-KIC partners countries by national and /or international experts or other cooperation partners.

- Duration: October - December 2016
- Location: Climate-KIC partners' and main RIS countries
- Support and services provided:

o coaching and mentoring for the development of the project
o boot camps and workshops on issues related to marketing and sales
o grant support amounting up to a maximum of €15,000 per start-up / project

To enable participants to take part in the programme, contracts will be signed between Provadis and the selected applicants. Contracts will include information on grants type and amounts as well as terms and conditions on reimbursement claiming. Forms for reimbursement claim will be provided.
The financial support is composed as following:

- €3,000 allowance per person for a maximum of two team members/founders (total financial support is €6,000) for the development of the business idea/startup.

- Up to €2,000 for coaching/consulting/mentoring related to the entrepreneurial project.
- Up to €5,000 for expenses occurred for further developing of the business idea and for exploring customer needs, e.g. rent for exhibition booths at trade fairs, instruments, participants fees for workshops and other types of business related events, realisation of market analysis, …
- Up to €2,000 for travel and accommodation costs, e.g. relating to travel to attend meetings with potential customers and investors, trade fairs, coaching sessions, networking events, …

Financial support is strictly related to the entrepreneurial projects and business projects presented and described in the application form.
Every selected project will be supported by a main RIS country coach who will give advice on eligibility of services to be provided and conditions of reimbursement claiming.

In stage 2 of the **Climate-KIC RIS Accelerator 2016**, other events could be organised in a CKIC country different from the target RIS countries of this call. At least one networking initiative (event, seminar, exhibition, etc.) will be organised, also including start-ups from other Climate-KIC locations. 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 31/12/2016. Forms and instructions will be provided by main RIS country coaches and Provadis.

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, Greece, Albania, Bosnia and Herzegovina, Moldova, Montenegro) may apply as well if they are able to attend all compulsory events and coaching sessions in the main RIS countries location. Additional networking opportunities

(maximum 2) could be proposed in other Climate-KIC partner countries to integrate the RIS startups with the wider Climate-KIC Community.

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

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

All documents must be signed by the legal representative of the registered companies and by main contact person for non-registered companies and sent in PDF format.

All documents must be sent by email to your national lead within the following deadline:
30 September 2016

The above deadline is to be considered in CET time. 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.

This Selection Committee will select all the application forms coming from its own country and those coming from the additional RIS countries who chose that main RIS country as first choice.

For example, an application coming from Croatia having Slovenia as first choice location will be selected by the Selection Committee of Slovenia.

For all eligible projects, marks on a scale 1 to 10 will be given to each criterion.

Evaluation criteria	Marks - Minimum to reach
Innovation contents, idea original contents	6
Market potential	5

Project impact on climate change	5
Team experience in finance, marketing and sales, management and business planning	5
Links with research organizations and / or industrial partners	4
Programme services relevance for the business project	6
Application quality and accuracy	6
Knowledge of the English language	7

Withdrawal is generally not possible, unless for serious and certified reasons communicated to the coaches and Provadis. Since the duration of this programme is 3 months, replacements will be admitted using the ranking list whenever possible. Selection results will be communicated to selected candidates via e-mail and published on http://www.climate-kic.org/ris/accelerator

As specified, 8 projects/start-ups will be selected in each main RIS country by a Selection Committee.

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

If the number of the selected applicants exceeds 8 in one main RIS country and if there are some vacant places in other main RIS countries, those who exceed will be asked to fill the vacant place on the bases of the choice they made when selecting the main RIS country priorities in their application form.

If there are more than 8 selected applicants coming both from main RIS country and additional RIS countries and there are still vacant places in any of the other main RIS countries, then the selected applicants ranked will be asked to fill the vacant place, according to the priority list in the application form.

For example, if there are 11 selected applicants for Slovenia and a vacant place in Romania, the 9th selected applicants for Slovenia will be asked to fill this vacant place only if he/she inserted Romania as priority country in the application form submitted. If Romania is not in his/her choice, the 10th will be asked to and so on, until there are no vacant places in any of the main RIS countries.

If there are 2 or more projects/start-ups selected with the same final mark, the ones who get the possibility to enter the programme will be ranked according to the time and date of their application submission.

5. Monitoring and Control

Call for proposals beneficiaries are requested to provide to 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.

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

Climate-KIC and the 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 for the call for applications is Julia Panny, Climate-KIC 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. 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 via mail or telephone:
Email: julia.panny@climate-kic.org
Telephone: +32 (0) 2 238 1075

11. Upgrades and 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

Brussels, 31 August 2016