

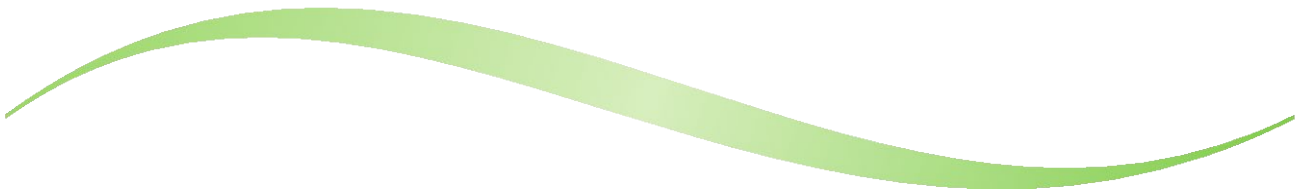


# Open call

**EIT open call for sustainable energy solutions with EIT**

**InnoEnergy**

December 2023





## EIT open call for sustainable energy solutions with EIT InnoEnergy

### About the call

Demand for sustainable energy solutions is rapidly increasing. As a trusted partner and the biggest cleantech investor, EIT InnoEnergy plays a pivotal role in accelerating sustainable energy innovations and wants to help make your company a global success! That's why we are looking for and support the most innovative ideas in sustainable energy from around the globe.

Call is Open to all start-ups and companies from Horizon Europe countries. **Entity not coming from the EU, or the Third countries (not associated to Horizon Europe)** can be awarded the financial support, if approved by the EIT.

For financial support of 60,000 EUR or more per third party: allow only entities that are established in countries eligible for Horizon Europe funding — unless otherwise approved by the EIT the granting authority.

### Objectives:

EIT InnoEnergy is a trusted innovation ecosystem and offers added value services and investment opportunities, ranging from seed to early stage. Partnering with EIT InnoEnergy represents an incredible opportunity for innovative sustainable energy start-ups and companies to grow their business to a global success. We'll support the best ones with a tailored programme, to de-risk and boost the business case through a range of services along the dimensions of market, citizen engagement, finance, technology and IP, sales, supply chain, governance, regulation, and human capital.

- **Expand your network:** Tap into our global network of partners and high-level experts as mentors or as members of your Board of Directors.
- **Increase your sales:** With the support of our dedicated sales force, we can connect you with potential customers from our network and beyond.
- **Professionalize:** From the lab to the market, identification of clear target market, definition of solid business case; definition of marketing, sales, and financing strategy.
- **Support:** Our tailor-made services will support you in different phases.
- **Capital investment:** EIT InnoEnergy provides capital investment and works with you in the go-to-market and growth phases.

We are here for the long haul, we believe in services-against-equity model, objective-driven, where our interest in growing your company is fully aligned with yours.

EIT InnoEnergy is looking for companies that aim for impact with scalable business models and/or disruptive technologies to:

- Reduce costs in the energy value chain
- Reduce CO2 emissions
- Secure operability of the energy system
- Create sustainable growth
- Create jobs



- Improve competitiveness

EIT InnoEnergy aims to have a positive impact on the planet (**environment**) and on the people (**society**) as we continually solve problems that really matter. Therefore, profits (**economic**) can be re-invested in new innovations, for this reason we will continue to help you to measure your impact:

- **Economic impact:** Jobs created, revenues, external funds;
- **Social impact:** Female entrepreneurs, team nationalities, Households with access to energy in developing countries;
- **Environmental impact:** Equivalent CO<sub>2</sub> saved (CO<sub>2</sub>e), saving energy costs (€), quantity of energy generated from clean energy sources (TWh).

## Application process:

### Who can apply?

We are looking for startups that:

- Have a business idea, proven prototype, proof of concept or product/service already in the market in one of the seven thematic areas mentioned below and cover a market need.
- Have devoted full time team to the project.
- Average time to market – and first revenues – of two years
- Are looking for added value services and financing, including equity partners
- Are easy to work with and willing to commit to stable, long-term relationship with EIT InnoEnergy
- The company does not need to be legally established at the time of apply.

### Your idea should have applications in any of the following thematic areas:

- Energy for transport and mobility
- Energy storage
- Renewable energy
- Smart and efficient buildings and cities
- Energy efficiency
- Circular economy
- Smart electric grid

### Sustainable development goals (SDGs):

Your company's operations, products/services contribute positively to at least one of the EIT InnoEnergy's Core Sustainable Development Goals (SDGs);

- SDG7 Affordable and clean energy



- SDG8 Decent work and economic growth
- SDG9 Industry, innovation, and infrastructure
- SDG11 Sustainable cities and communities
- SDG12 Responsible consumption and production
- SDG13 Climate action

For more details about UN SDGs please go to: <https://sdgs.un.org/es/goals>

### Check list before applying

We divided in 4 sections, please read, think, answer, and check all questions before to apply.

- **Idea**
  - Have you a business idea and or developed a technological solution that meets a critical need in the cleantech market?
- **Impact**
  - Does your solution contribute to a) reduce the cost of energy, and/or b) secure the energy supply, and/or c) reduce greenhouse emissions?
- **Team**
  - Do you have that winning team that is able to get you on the road to success?
- **Business**
  - Are you able to translate your technology into a sustainable and profitable business?
  - Do you have a clear business strategy in place?

### Questions in the application form

You must submit an application form, which asks you the following:

- **Contact Details:** First name, last name, email, phone number, country.
- **Company profile:** Company name, thematic fields, number of employees and year of foundation.
- **Problem/needs identification:** Explain the needs and problems that your idea is going to solve.
- **Solution and value proposition:** Describe how your technology or business idea is going to fill these needs.
- **IP rights:** Indicate the status of the protection of your solution.
- **Market description:** Description of your targeted customers, the market size you pretend to cover and your competitors.
- **Further development:** Indicate the further development needed for your business idea.
- **Company interests:** Which are your interests in joining InnoEnergy?
- **Free upload of documents:** pitch deck, product brochures, etc.
- **Terms & Conditions:** Accept the terms and conditions.

EIT InnoEnergy, will request from its partners and supported ventures any information that is required to fulfil its reporting obligations. This includes, but is not limited to, specific materials used or created with grant financing, and financial transparency and auditing of funds received from EIT InnoEnergy.



## Selection process:

### Steps

All applications will follow the next steps:

- We will receive applications from the open call website.
- The investment team will evaluate all the cases, and they will send the selected projects to investment committee \*
- The investment committee will evaluate the projects in a quarterly basis
- In case of positive resolution, together EIT InnoEnergy and the Entrepreneurial team will work on the engagement/deal structuring and the roadmap to growth (from scratch to exit strategy)

EIT InnoEnergy will communicate by email to all applicants (successful and unsuccessful) 30 days after the quarterly cut-off dates.

### Cut-off dates:

- 1 January 2024 – Call opening
- 31 March 2024 – Cut-off 1
- 30 June 2024 – Cut-off 2
- 30 September 2024 – Cut-off 3
- 31 December 2024 – Cut-off 4
- 31 December 2024 – Call closing

### The selection and investment committee

A committee from EIT InnoEnergy will evaluate all the selected applications, they are experienced and are experts in different areas like entrepreneurship, business models, investment, sustainable energy sector and the EIT InnoEnergy thematic areas.

### Evaluation criteria

In this call we follow the evaluation criteria defined on the EU research and innovation programme 2021-2027 (Horizon Europe), as follow:

1. Excellence (35%)
2. Impact (25%)
3. Quality and efficiency of the implementation (30%)
4. KIC portfolio strategic fit and compliance with the financial sustainability principles and knowledge triangle integration (5%)
5. EU dimension for multi-beneficiary projects (consortia with a pan-European character involving at least two independent entities from two different eligible countries (5%)

(for more details on the criteria please revert to the annex point 7)

### Apply

For more information about the call and to apply, please follow the link:

<https://bc.innoenergy.com/open-call/>



The applications must be presented in English.

## ANNEXES

### 1 Legal terms:

#### 1.1 Confidentiality

The applications shall be kept confidential throughout the duration of the process. Nevertheless, the general characteristics of these may be communicated if it were deemed necessary at any stage, as could the name of the selected projects, their activity and main accomplishments as well as the people making up the promoting team.

#### 1.2 Guarantees

The participants of the call guarantee to EIT InnoEnergy that the ideas/projects/products/services presented are original and their own work and that they have unrestricted use of the ideas, images or any other element included in their presentation. The participants shall be solely responsible for any possible infringement to any third party, leaving EIT InnoEnergy exempt of any responsibility in this regard.

#### 1.3 Data Protection

The Parties shall comply, to the extent that they apply to each of them, with the provisions of Organic Law 3/2018 of December 5th on Personal Data Protection and Guarantee over Digital Rights and of Regulation (EU) 2016/679 (General Data Protection Regulation), and with any other regulations in force or that replace and/or amend these in the future, with each Party being liable for any breaches that they might commit.

In accordance with the above-mentioned legislation, we hereby inform you that the data provided in this document will be incorporated and processed in an automated file owned by EIT InnoEnergy, and that this company will treat them confidentially and exclusively for the purpose of managing this event, the legal obligations arising from it, the management of the prizes to the winners, if any, as well as providing commercial information which may be of interest to you, as a consequence of your participation in this Programme.

By submitting your application, you authorise and consent to the processing of your personal data under the terms indicated above and to the transfer of such data to other collaborators of the EIT InnoEnergy, Industry partners, Local partners, Knowledge partners and Scouting Partners.

#### 1.4 Conflict of interests:

- 1.4.1 If you are already partner/shareholder of EIT InnoEnergy, you can't apply to this call.
- 1.4.2 If you are related to a member of the EIT InnoEnergy team, please advise us so that person is not involved in your application review process.



## 2. Funding provision

- 2.1 The company shall submit a budget to EIT InnoEnergy.
- 2.2 The company shall comply with the EIT rules as described in the Horizon Europe and/or the most recent guidelines under the EU framework program for Research and Innovation.
- 2.3 Funds of the sub-grant paid by EIT InnoEnergy that are not used for the purpose for which they have been granted shall be reimbursed to EIT InnoEnergy before the 10th of January of the following calendar year into a bank account designated by EIT InnoEnergy, unless decided otherwise by EIT InnoEnergy.
- 2.4 The amount should be spent on the items as indicated in the Budget. The Venture must keep its books and records available for inspection for a period of three (3) years following the end of the program to enable the EIT (and/or other European bodies) to conduct a check or audit.
- 2.5 Following the EIT agreement, the maximum amount of investment will be two (2) million of Euros per company per year.
- 2.6 At an aggregated level, each company will need to provide 30% co-funding. \*

\*Further details about the co-funding implementation will be discussed with interested parties.

## 3. Eligibility of costs

### Eligible budget categories

All 'eligible costs' must be broken down according to the following budget categories, as defined in Art. 6 of the Horizon Europe Model Grant Agreement:

**A. Personnel costs:** The proposal must contain a calculation of the time that a person will likely spend on the project. This estimated working time has to be stated in the project proposal as so-called "person months".

**B. Subcontracting:** Cost of services to implement a specific task described in the proposal. Only a limited part of the action may be subcontracted and included in the project budget. Beneficiaries must choose subcontractors on "best value for money" competitive selection procedures, requesting several offers.

**C. Purchase costs**

o Travel, accommodation, and subsistence costs: all travel costs may be incurred for project staff (participation in project meetings, presentation of project results at conferences etc.) or for external experts.

o Depreciation for purchase of equipment: If equipment, research infrastructure or other assets are acquired or used in a project, only the portion of the depreciation costs allocable to the project is eligible for funding, not the purchase price.



o Other goods and services: mainly including consumables, catering, printing, graphics and translations, open access publications, costs of audit certificates from qualified auditors (Certificate on the Financial Statements, CFS) as well as licence and patent fees.

#### **D. Other costs**

o Financial support to third parties: costs for providing financial support to third parties (in the form of grants, prizes or similar forms of support) are eligible if and as declared eligible in the call conditions, if they fulfil the general eligibility conditions, are calculated on the basis of the costs actually incurred.

E. Indirect costs (overheads) are charged at a flat rate of 25 % of the eligible direct costs (categories A-D, except volunteers costs, subcontracting costs, financial support to third parties and exempted specific cost categories, if any)

#### **Non eligible costs:**

- costs related to return on capital and dividends paid by a beneficiary
- debt and debt service charges
- provisions for future losses or debts
- interest owed
- currency exchange losses
- bank costs charged by the beneficiary's bank for transfers from the granting authority
- excessive or reckless expenditure
- deductible VAT (non-deductible VAT is eligible)
- costs incurred or contributions for activities implemented during grant agreement suspension
- costs incurred during suspension of the implementation of the action
- costs declared under another EU/Euratom grant (no double funding)

#### **General conditions for eligibility of costs:**

##### **All costs must meet the following criteria:**

- be actually incurred by the participant (no estimated/imputed/budgeted costs),
- be incurred in the project period (exception: travel costs for kick-off meeting; costs of final report submitted within 60 days of the end of the project),
- be included in the budget (indicated in the estimated budget of the GA; for more information see budget transfers),
- be incurred in connection with the action and necessary for its implementation,
- be identifiable and verifiable and recorded in the beneficiary's accounts in accordance with the applicable accounting standards and usual cost accounting practices,
- comply with the applicable national laws on taxes, labour, and social security, and be reasonable and justified and comply with the principle of sound financial management (in particular regarding economy and efficiency).

In addition, for direct cost categories (e.g., personnel, travel & subsistence, subcontracting and other direct costs) only costs that are directly linked to the action implementation and can





therefore be attributed to it directly are eligible. They must not include any indirect costs (i.e., costs that are only indirectly linked to the action, e.g., via cost drivers).

In-kind contributions provided by third parties free of charge may be declared as eligible direct costs by the beneficiaries which use them.

## 4 Communication, dissemination and visibility

The beneficiaries must disseminate their results as soon as feasible, in a publicly available format, subject to any restrictions due to the protection of intellectual property, security rules or legitimate interests.

The beneficiaries must ensure open access to peer-reviewed scientific publications relating to their results.

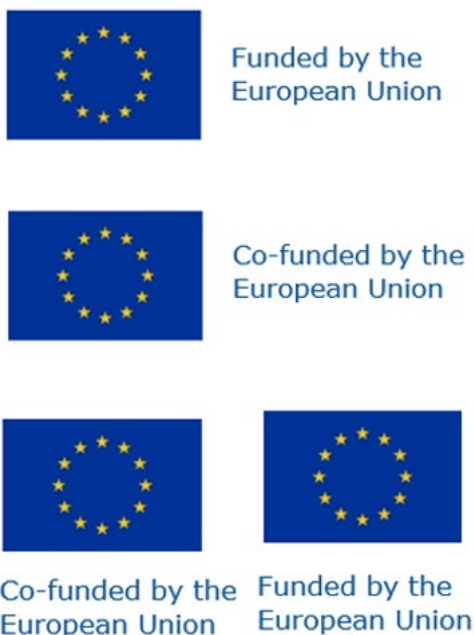
The beneficiaries must provide and regularly update a plan for the exploitation and dissemination of results including communication activities.

### **4.1 Communication — Dissemination — Promoting the action**

Unless otherwise agreed with the granting authority, the beneficiaries must promote the action and its results by providing targeted information to multiple audiences (including the media and the public), in accordance with Annex 1 and in a strategic, coherent and effective manner. Before engaging in a communication or dissemination activity expected to have a major media impact, the beneficiaries must inform the granting authority.

### **4.2 Visibility European flag and funding statement**

Unless otherwise agreed with the granting authority, communication activities of the beneficiary is related to the action (including media relations, conferences, seminars, information material, such as brochures, leaflets, posters, presentations, etc., form, via traditional or social media, etc.), dissemination activities in electronic and any infrastructure, equipment, vehicles, supplies or major result funded by the grant must acknowledge EU support and display the European flag (emblem) and funding statement (translated into local languages, where appropriate):



The emblem must remain distinct and separate and cannot be modified by adding other visual marks, brands or text.

Apart from the emblem, no other visual identity or logo may be used to highlight the EU support. When displayed in association with other logos (e.g. of beneficiaries or sponsors), the emblem must be displayed at least as prominently and visibly as the other logos.

For the purposes of their obligations under this Article, the beneficiaries may use the emblem without first obtaining approval from the granting authority. This does not, however, give them the right to exclusive use. Moreover, they may not appropriate the emblem or any similar trademark or logo, either by registration or by any other means.

All companies and projects that have benefited from EIT InnoEnergy support are asked to acknowledge this support by using this third-party support sign in a prominent position. All official documents issued by such organisations will carry a sign indicating this support, which will link to our website when used online.

Third-party support sign



#### 4.3 Quality of information — Disclaimer

Any communication or dissemination activity related to the action must use factually accurate information.

Moreover, it must indicate the following disclaimer (translated into local languages where appropriate):



*“Funded by the European Union. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union or [name of the granting authority]. Neither the European Union nor the granting authority can be held responsible for them.”*

#### **4.4 Specific communication, dissemination and visibility rules**

Specific communication, dissemination and visibility rules (if any) are set out in Annex 5.

#### **4.5 Consequences of non-compliance**

If a beneficiary breaches any of its obligations under this Article, the grant may be reduced (see Article 28). Such breaches may also lead to other measures described in Chapter 5.

## 5 Key Performance Indicators (KPIs)

Each Activity needs to define its target values for a set of relevant KPIs, consisting of:

- EIT-Level KPIs (EIT KPIs): defined by the EIT for the entire EIT community (KICs). These are the most important KPIs and require supporting formal evidence of achievement:
  - Startup Supported KPI (EITHE03): Official document proving the registration of the new company during the Activity duration at competent local registry or Chamber of Commerce.
  - Market Innovation KPI (EITHE02): Documents, such as invoices or an online sales record, certifying cumulated financial transactions during the Activity duration for the service/product sold to a customer, or a paid pilot, for at least €10,000. The EIT will accept or reject substitute evidence of the market traction (e.g., sales contract or order form) on a case-by-case basis.
  - Investment attracted by KIC supported companies (EITHE06): declaration stating the funds raised, private and public, during the Activity duration.
- KIC-Internal KPIs (INT KPIs): defined by EIT InnoEnergy as additional monitoring parameters.
- Activity Specific Quantifiable Targets (ASQTs): defined by individual Activity proposers and requested to define additional, measurable, Activity-specific targets which can demonstrate the impact of its implementation.

To define their KPI targets, proposal authors need to be aware of the acceptance requirements of KPIs. Without the required evidence documentation, KPIs may not be accepted by EIT in the formal Activity review process. Please note that financial penalties may be applied by the EIT and EIT InnoEnergy in case of under-delivery, including under-achievements in any of the 3 above categories of targets and KPIs.

As valuable KPI achievements may also materialise during subsequent years, Partners will be asked to support the reporting of KPI results related to their Activity even after its official end.

## 6 EIT InnoEnergy financial sustainability

- Activities are requested to contribute to the financial sustainability of EIT InnoEnergy through an equity transfer model:



- Venture creation proposals: upon company incorporation (a limited liability type), the founders will be asked to sign a Share Transfer Agreement transferring 10% equity to EIT InnoEnergy.
- Venture boosting proposals: The equity percentage will depend on the maturity of the venture and a Share Transfer Agreement will be signed during the Activity to support the equity transfer commitment.
- A template of the Share Transfer Agreement can be found on the intranet.

EIT financial support and contribution from Partners (co-funding) will be dependent on budget availability and EIT requirements for each cut-off. EIT financial support and Partner co-funding requirements are detailed in the cut-off specific document.

The following are guidelines to structure a strong Activity proposal:

- Start-up Supported proposal
  - The venture must be created early on in the Activity's timeframe in order to become a partner and be eligible for EIT financial support.
  - At least 50% of EIT funding should be allocated to the new venture.
  - It is recommended that partners waive their EIT InnoEnergy pre-financing (the first amount paid out during the Activity execution) to the venture in order to support its cash-flow needs.
- Market Innovation proposal
  - Most EIT Funding (i.e. 80%) should be allocated to the venture boosted.
  - Additional investors committed to the venture at the time of the proposal.

EIT InnoEnergy will support the Activities by promoting them in its media channels and social media networks. Selected Activities are expected to collaborate with EIT InnoEnergy in its communication efforts and follow EIT InnoEnergy's co-branding rules.

## 7 Evaluation criteria

In this call we follow the evaluation criteria defined on the EU research and innovation programme 2021-2027 (Horizon Europe), as follow:

1. Excellence
2. Impact
3. Quality and efficiency of the implementation
4. KIC portfolio strategic fit and compliance with the financial sustainability principles and knowledge triangle integration
5. EU dimension for multi-beneficiary projects (consortia with a pan-European character involving at least two independent entities from two different eligible countries).



## Evaluation criteria (RIAs and IAs)



Research  
and  
innovation  
action  
(RIA)

Activities to establish new knowledge or to explore the feasibility of a new or improved technology, product, process, service or solution.

This may include basic and applied research, technology development and integration, testing, demonstration and validation of a small-scale prototype in a laboratory or simulated environment.



Innovation  
action (IA)

Activities to produce plans and arrangements or designs for new, altered or improved products, processes or services.

These activities may include prototyping, testing, demonstrating, piloting, large-scale product validation and market replication.

**EXCELLENCE**

- ✓ Clarity and pertinence of the **project's objectives**, and the extent to which the proposed work is ambitious, and goes beyond the state-of-the-art.
- ✓ Soundness of the proposed **methodology**, including the underlying concepts, models, assumptions, interdisciplinary approaches, appropriate consideration of the **gender dimension** in research and innovation content, and the quality of **open science practices** including sharing and management of research outputs and engagement of citizens, civil society and end users where appropriate.

**IMPACT**

- ✓ Credibility of the **pathways** to achieve the expected **outcomes and impacts** specified in the work programme, and the likely scale and significance of the contributions due to the project.
- ✓ Suitability and quality of the **measures to maximize expected outcomes and impacts**, as set out in the dissemination and exploitation plan, including communication activities.

**QUALITY AND EFFICIENCY OF THE IMPLEMENTATION**

- ✓ Quality and effectiveness of the **work plan**, assessment of risks, and appropriateness of the effort assigned to work packages, and the resources overall.
- ✓ Capacity and role of each **participant** and extent to which the **consortium** as a whole brings together the necessary expertise.

*Proposals aspects are assessed to the extent that the proposed work is within the scope of the work programme topic*



### 7.1 Scoring criteria and weighting

#### 7.1.1 Excellence (35%)

- Market opportunity/need and economic viability of the project (12.5%)
  - There is a clear vision to scale, which is appropriate for the sector, and the team have made progress on the solution.
- Technological advantage and strategic alliances providing it with a clear head start (10%)
  - The solution is justified as unique with detailed awareness of how this compares to and exceeds competitor products or services. Evidence of sufficient market analysis and traction presented.
- Growth potential in a global environment (12.5%)
  - There is a clear vision to scale, which is appropriate for the sector, and the team have made progress on the solution deeming it highly likely for scaling to be successful.

#### 7.1.2 Impact (25%)

- The implementation of the proposed solution has the potential to impact the environmental sector in a responsible and positive way that adds significant value to society.

#### 7.1.3 Quality and efficiency of the implementation of the project; Investment proposition 30%

- Quality of Innovation (20%)
  - The solution includes a feasible and credible new technology, new technology application, new business model, or a new process. The maturity of the technology is referenced along with any patents or IP strategy associated with the solution
- Team Structure (10%)



- The Participant presents a well rounded, collaborative team covering all the pillars applicable to the Participant's business.

7.1.4 KIC portfolio strategic fit and compliance with the financial sustainability principles and knowledge triangle integration (5%)

7.1.5 EU dimension for multi-beneficiary projects (consortia with a pan-European character involving at least two independent entities from two different eligible countries. (5%)

## 7.2 Evaluation Scorecard

### **(1-3) Very Low**

The solution does not provide the required information to make an accurate evaluation regarding the suitability to the challenge, or viability to have impact.

### **(4-6) Average**

The solution has potential to contribute to the challenge, however, is lacking on detail or supporting information to justify claims.

### **(7-9) Strong**

The solution is well presented with evidence and justification provided. Potential to have impact on the industry with a scalable and innovative approach.

### **(10) Excellent**

A score of 10 should be reserved for instances where there is no doubt or question over the solution impact or quality. Essentially a perfect answer.

## 8 Complaint procedure

EIT InnoEnergy will, in good faith, resolve possible complaints regarding the outcomes of the process described in this document in a transparent and timely manner. A complaint should be placed by the proposers to the attention of the relevant Investment Director. The complaint needs to be substantiated by factual underpinning of the alleged mistakes in the feedback provided by EIT InnoEnergy.

In order to respect the tight timeline described in point 8 the following will apply:

- Publication of the results: around one month after each cut-off date
- Proposers should bring the complaint to the attention of the relevant Investment Director within 5 business days from the publication of the results
- The Investment Director examines the complaint and, if appropriate, puts it on the agenda of the next EIT InnoEnergy Management Committee Meeting
- The EIT InnoEnergy Management Committee will examine the complaint in its meeting and will take a final decision