

Call Guidelines: Innovation Call 2022

Call for applications for funding under EIT Climate-KIC EIT Grant Agreement 2021-22

Call Opens: 20 September 2021

Extended deadline: 2 December 2021

Expected Outcome: February 2022

Project start: March 2022

climate-kic.org



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European Union

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2. Introduction to the Innovation Call 2022

2.1 Call Summary

EIT Climate-KIC is inviting proposals for new activities due to commence in 2022. Under our strategy, [*Transformation, in Time*](#), we have worked to engage challenge owners across Europe to map their systems and understand the innovation gaps where greater experimentation is needed to accelerate climate action. This work has led us to define a range of innovation areas where there is an opportunity to take a new approach to breaking through on the toughest climate challenges. Through experimenting with these new approaches, we hope to learn together with you about how to trigger system change and how to achieve our mission of a net-zero, resilient and just society by 2030 – now just nine years away.

This call for proposals sets out ‘positions’ in our innovation portfolio that we are seeking to fill with new commercially viable projects. A ‘position’ refers to a space or area that sits within our wider innovation portfolio where we are exploring new solutions and possibilities through specific innovation projects and activities. We invite our community, including any new organisations that may wish to join, to prepare proposals for up to 22 months between March 2022 and December 2023 that address one of the identified open positions. There may be multiple projects accepted in any one position, and we may not be able to fill all positions via this call.

Under this call, funding is available to support the development of new highly innovative commercial products or services that seek to launch on the market and achieve climate impact through entrepreneurship and commercial means. We aim to support innovators, researchers, scientists, coaches, and experts to join forces in projects that aim to bring innovative solutions to the European market. We will also support existing innovations that may seek to expand into new markets across Europe and require support to do so.

2.2 Our portfolio approach

We believe that continuing to work through gradual, incremental changes will not be enough to address climate change. What is needed now is a fundamental transformation of economic, social, and financial systems that will trigger exponential change in decarbonisation rates and strengthen climate resilience – what the IPCC reports call, “rapid, far-reaching and unprecedented changes in all aspects of society”.

To work at this level of ambition, we have set up a portfolio approach to systems innovation that is designed to allow us to accelerate learning, discover pathways to scale and reduce the risks that come with these rapid transformations. This means supporting many different but connected initiatives, as a spread of options for exploring our way forward.

We expect to accept between 20 and 30 new projects via this call and we plan to work with each project team to reflect regularly on learnings identified. We will do this through a structured ‘sensemaking’ process that aims to produce actionable and evidenced based recommendations to decision-makers across Europe. Under this approach, the individual merits of each project are considered, as well as how each of the projects interconnect, how they are impacting system dynamics and what we may collectively learn about system change.

2.3 Funding available

We anticipate making €4m to €5m of 2022 funding available with a 20% to 40% EIT contribution toward each project’s total budget.¹ For 2023 we anticipate making €2m to €3m of funding available at 20% to 30% EIT contribution. Funding for this call is sourced from the European Institute of Innovation and Technology (EIT) which falls under the Horizon Europe framework and [EIT Innovation Financial Sustainability Principles](#). This includes a principle of shared success where successful commercial outcomes would result in a financial contribution to EIT Climate-KIC to support the next wave of innovations. This is achieved by a financial return mechanism agreed with each project funded.

2.4 Next steps

This call remains open for two months and closes for applications on 18 November 2021. A detailed timeline is provided in Section 3 and this document contains more information about how to prepare and submit a compelling proposal.

¹ For example, if a total project budget is €1m and the EIT reimbursement rate is 30% then the EIT contribution would be €300,000 and co-funding €700,000.

3. Call Timeline

Date / Time (CET)	Item	Link (if applicable)
20 September 2021	Call launched	Climate-KIC website
27 September - 1pm CEST	<p>Webinar: Introduction to the Innovation Call 2022</p> <p>An introduction to the call for proposals structure, how to start preparing a high-quality proposal and community Q&A.</p>	<p>Register here:</p> <p>Zoom Webinar Registration</p>
1 October	<p>Plaza opens for applications</p> <p>Our grant management system will be updated to reflect this call and available from 1 October. Applicants can download this word version of the form to work offline in preparation to submit the electronic application.</p>	<p>Plaza:</p> <p>https://plaza.climate-kic.org/</p>
4-6 October	<p>System Thinking</p> <p>A series of 1 hour information sessions looking at each of the systems EIT Climate-KIC focuses on. In these calls we will present our system mapping and invite discussion with the community about innovation opportunities in 2022 and 2023.</p>	<p>Finance: 4 October – 2pm CEST – registration link</p> <p>Cities: 5 October – 10am CEST – registration link</p> <p>Land-Use: 5 October – 12 midday CEST – registration link</p> <p>Combined session for Circular Economy, Materials and Just Transformations: 5 October – 3pm CEST – registration link</p> <p>Enabling Technologies – 12 October 12pm – registration link</p> <p>RIS: 6 October – 1pm CEST-registration link</p>

<p>7 October</p>	<p>Partner Day</p> <p>The wider Partner Day agenda includes a dedicated session for partners to present their ideas and engage in consortium building.</p>	<p>Register here:</p> <p>https://zoom.us/j/93004158829</p>
<p>13 October – 2pm to 5pm CEST</p>	<p>Pitch your concept #1</p> <p>Book-in your slot to present a 5 min pitch of your idea to EIT Climate-KIC to get early feedback from our panel.</p>	<p>Request your slot via this form</p>
<p>21 October – 10am to 1pm CEST</p>	<p>Pitch your concept #2</p> <p>Book-in your slot to present a 5 min pitch of your idea to EIT Climate-KIC to get early feedback from our panel.</p>	<p>Request your slot via this form</p>
<p>2 November – 2pm to 5pm CEST</p>	<p>Pitch your concept #3</p> <p>Book-in your slot to present a 5 min pitch of your idea to EIT Climate-KIC to get early feedback from our panel.</p>	<p>Request your slot via this form</p>
<p>3 November – 1pm to 2pm CEST</p>	<p>Technical Information Session</p> <p>A 1 hour briefing on submitting compliant proposals hosted by the Business Desk.</p>	<p>Zoom – registration link</p>
<p>25 November – 4pm to 5pm CEST</p>	<p>Call guidance and information session</p> <p>A 1-hour briefing session to reply to possible questions and queries regarding the call.</p>	<p>Zoom – registration link</p>
<p>2 December 2021 – 18:00 CEST</p>	<p>Call deadline</p> <p>Formal deadline for full submission. Proposals received after this date will not be accepted. No extensions can be granted and modification of your proposal after submission is not possible. We suggest setting your own internal deadline ahead of this date.</p>	<p>Plaza:</p> <p>https://plaza.climate-kic.org/</p>

<p>2 December to 21 January 2022</p>	<p>Review and selection</p> <p>Proposals will be checked against eligibility criteria and eligible proposals reviewed by EIT Climate-KIC and two independent external experts. The highest scoring proposals will proceed to final selection.</p>
<p>28 January 2022</p>	<p>Decision Communication</p> <p>Formal outcome letters sent to applicants.</p> <p style="text-align: right;">Via email</p>
<p>28 January to 18 February 2022</p>	<p>Contract development</p> <p>Applications amended to address compliance and selection feedback. Due diligence checks, community onboarding, contracting of financial return mechanisms and finalisation of revised project plans. The timeline of this calls is directly interdependent to the Climate-KIC annual EIT grant agreement timeline.</p> <p style="text-align: right;">Plaza / Email</p>
<p>28 February</p>	<p>Task Confirmation Letter</p> <p>Task confirmation letters to be fully signed to support project start dates from 1 March 2022 subject to approval of the EIT annual grant. The timeline of this calls is directly interdependent to the Climate-KIC annual EIT grant agreement timeline.</p> <p style="text-align: right;">Email and DocuSign</p>

4. What we are calling for

This is an open innovation call where we invite the best ideas and proposed commercial solutions from across Europe to apply for funding to achieve innovation development, testing, deployment and refining in real economy contexts.

We are calling for proposals to take innovative action to address a decarbonisation and/or climate adaptation challenge in the areas identified this call, ideally with a view to contributing to systemic change. Actions can take the form of technology development, materials or manufacturing innovation, experimental business model or economic model, social change and/or community engagement project, policy and/or governance innovation initiative, an applied research project, an education activity, or other form provided this work can be packaged into an innovation project that meets these call guidelines and leads to a commercial product or service launching on the market.

We have defined a series of innovation positions in this call where we see there is a strong need for innovative solutions, a need for initial public funding and strong impact potential. Applicants are encouraged to propose innovative approaches to addressing the underlying system issue identified each position. EIT Climate-KIC has a high innovation appetite, and we invite ambitious proposals. Positions should be thought of as hot spot thematic areas triggering a search for solutions that engage different levers or ‘acupuncture points’ to achieve change rather than tightly defined requirements. There can be multiple projects taking place connected to each position in our portfolio and we may not be able to fund projects in response to all the positions mentioned in this call.

We welcome proposals from challenge owners (defined as city governments, regional governments, national governments, industry leaders or policy institutions) seeking to initiate new Deep Demonstration partnerships with EIT Climate-KIC using our [‘systems innovation as a service’](#) model. Such proposals should pursue whole systems transformation and must have the ambition to direct innovation towards multiple levers of change simultaneously. The aim should be to generate viable pathways to change by testing deliberately coordinated interventions across economic, social, and financial systems. This includes through business model innovation that seeks to provide attractive and scalable commercial options for decision makers and investors seeking change. If you would like request EIT funding towards the design and preparation phases of a Deep Demonstration relationship, the proposal should include very high levels (minimum 70%) of co-funding, have a clear plan to move to financial self-sustainability and foresee joint fund raising with EIT Climate-KIC.

We encourage proposals that are interrelated and seek to build transformational capabilities associated with large scale systemic changes needed to meet and exceed European commitments to decarbonisation, circularity, resilience, and adaptation to climate change effects, just and inclusive social transformation and environmental regeneration. Proposals should ideally be connected to or integrated into ambitious plans for deployment, learning, and replication or scaling of new climate solutions. We believe the interactions among these positions is critical to systemic change, and proposals that seek to harness those interactions are strongly encouraged. We encourage applicants to engage with us throughout the call window to explore the possibilities and find these connections.

We hope to see projects that advance our knowledge or build emerging best practices and breakthrough innovations across several key areas. Each project should articulate a clear and tangible argument regarding the problem space identified and the areas of innovation being advanced.

- Citizen engagement, governance, and democratic decision-making
- Social Innovation and behaviour
- Policy innovation
- Replicable, scalable projects, or strategies for accelerated replication and scaling of climate neutral actions, technologies, materials and supply
- Capital and finance innovation

Below we describe the five innovation areas open in this call along with the specific innovation positions we would like to take forward.

4.1 City systems

The European Commission's Mission for cities seeks to enable and support *100 Climate-neutral and smart cities by 2030*, which will help all European cities learn about the needed systems changes to achieve climate neutrality across Europe by or before 2050. For the past two years, EIT Climate-KIC has been working in advance of this Mission through its **Healthy, Clean Cities** programme, to gain experience and insights to help cities with this challenge. Fifteen cities have been learning how to advance systems innovation through our rigorous [Deep Demonstration methodology](#), with intensive orchestration from EIT Climate-KIC and advanced expertise and capabilities from a number of partners.

For this call we are looking for projects to further advance our goals related to supporting the Mission and the European Green Deal, which will be launching **NetZeroCities** in 2021 to provide cities with integrated, holistic support and access to the expertise, solutions, services critical to effective climate action.

We are prioritising the following problem spaces:

Built environment transformation – integrated projects that address climate neutrality and resilience at scale. These projects will address infrastructure, building, and/or distributed systems, and will do so at significant scale (i.e., beyond building-by-building interventions). Financial and financing innovations, design innovations, materials innovations, supply chain innovations, information technology/A.I. innovations, and mixed-use innovations would be welcome.

- District- or neighbourhood-scale projects and programmes that seek to advance transformation of the systems. Examples can include net-zero energy or positive energy communities, holistic water systems, commercial mobility and last-mile logistics.
- Citywide strategies for replication and scaling of successful transformations previously implemented within the city, with explicit attention to policies, capital structures, governance, and social innovation needs.

In all cases, proposals are encouraged to go beyond technical services or products and engage in multiple positions related to governance, capital structures, policies, regulation, etc.

Advanced integration of nature-based solutions into the urban built environment – projects here will address the climate neutrality and resilience impacts, as well as broader social benefits for public health and well-being, biodiversity, and systemic risk mitigation. Bio-mimicry innovations, design innovations, materials innovations, planning and decision-making innovations, community engagement innovations, investment innovations would be welcome.

Zero carbon construction materials – projects here will propose breakthrough solutions with the potential to decarbonise building materials at scale in new construction, retrofit or both. All core construction materials would be considered relevant. We would be particularly interested in solutions that are designed and developed with a view to effective implementation in local places as well as supply chain transformation.

Aggressive, radical shifts in urban mobility – comprehensive actions to accelerate the shift to climate-neutral mobility options for residents and businesses, integrating actions for mode shift, demand reductions in mechanical transport for personal uses, and better coordination of commerce and logistics.

Urban farming – projects here will address the potential for urban environments to become sites for food cultivation, harvesting and consumption, biodiversity regeneration and carbon sinks through regenerative agricultural practices leveraging innovative solutions for incorporation of cultivation into public and private buildings and urban spaces.

Restructured urban economics and capital structures – re-setting the economic context and the rules in which value is set and exchanged through transactions, projects here will entail substantive re-shaping of markets to deliver impacts consistent with climate neutrality and resilience, greater inclusion and economic fairness, and democratisation of rules for capital formation and exchange. We would welcome solutions that incorporate long term and intergenerational value creation and value renewal, as well as regenerative principles applied to the build environment.

New ways of working and living – in the wake of COVID-19 and the rapid adjustments that have been practised to ways of working, living and consumption with mixed outcomes in terms of net carbon emissions and social resilience, we would welcome projects that respond to our collective learnings and propose ways of consolidating benefits and climate positive shifts in lifestyle, systemic approaches to decarbonisation of digital connectivity, innovative approaches to accelerating shifts towards more locally grounded and at the same time networked human community.

4.2 Land-use systems

The land-use system comprises the human interactions with land (including the ecosystems and biodiversity it supports). Land-use sustains livelihoods and creates immense economic and cultural value. These interactions are place-based and specific to the characteristics of the land and landscapes, and to the culture of local human communities.

The maintenance of mutually beneficial human-land relationships is imperative to preserve the intrinsic value of land systems and the ecosystem services they provide. The key land use functions we focus on are those aiming at producing food (agriculture and its value chains), preserving and valorising forests, forest products (and value chains) and water systems, as well as exploring climate change mitigation and adaptation potential of land management practices and enabling virtuous interactions between different land uses at landscape level.

For this call we are looking for projects in the following positions:

Soils and carbon farming – projects that identify, validate, and create a market for regenerative practices for our soils - pushing past carbon farming and towards regenerative practices. Projects that will test and demonstrate new finance and business models that can accelerate the uptake of these practices would also be welcome.

Land abandonment – projects that explicitly address the challenges and opportunities presented by abandoned agricultural land for purposes of both decarbonisation, regeneration and development of climate resilient production systems on abandoned land. We would welcome approaches that prevent land abandonment, and ‘restore’ abandoned agricultural lands with attention to upstream and downstream benefits (additional income, creation of new employment, access to green energy resources). Projects will need to show solutions that are able to test for unintended consequences and design for positive effects on biodiversity and soil carbon.

Circular approaches for biomass valorisation – projects that maximise the benefits of biomass from agriculture and forests by implementing holistic “3S” - I.e. sink, storage, and substitution approaches.

New biomass models – projects that demonstrate biomass opportunities through creation of new green partnerships, economic models, credible social services/impact and where biomass supply chains are stimulating political innovation that supports social and local economies.

Climate smart land economy – projects that support the development of a sustainable market economy by managing trade-offs to reach net-zero, restore biodiversity and increase jobs (supporting new skills development)

Nature-based adaptation – projects that protect and increase climate adaptation of forests and landscapes in order to achieve land use transformation and create resilient systems. We would welcome activities that apply innovation in service of closing the adaptation finance gap by channelling funding and investment towards resilience building activities.

Finance and climate de-risking information – projects that develop and test new business models and de-risking mechanisms that can accelerate the restoration of ecosystems and transform value chains, increasing trust among financial actors.

Monitoring, reporting and verification (MRV) technologies – projects that develop technologies that can connect landscape, forests and Agri-systems to finance including traceability solutions for smart landscapes and value chains.

New materials – projects that demonstrate acceleration and discovery of new nature-based materials and/or properties of natural materials and plants with use-cases that enable sustainable transformation and business model reinvention in existing value chains and supply chains, food production, health management, agricultural and forestry practices, water management, waste management and clean energy.

Water reuse – sustainable business models to define new markets that show opportunities through identified services and capture mechanisms that can be explored for frameworks, technologies linked to water reuse, commercial products/pricing that consider economic factors, regulatory challenges, and public perception. Supply chain providence: unlock transparent supply chain providence through a multi sided platform that both mediates supply and demand and builds awareness on product/production impact in ways that drives alternative and deliberate sustainable choice.

In all cases, proposals are encouraged to go beyond technical services or products and engage in multiple positions related to governance, capital structures, policies, regulation etc.

4.3 Circular Economy and materials systems

The European Commission adopted the new circular economy action plan (CEAP) in March 2020, as one of the main building blocks of the European Green Deal. The EU's transition to a circular economy will reduce pressure on natural resources and will create sustainable growth and jobs. It is also a prerequisite to achieve the EU's 2050 climate neutrality target and to halt biodiversity loss. Also, the new EU forest strategy for 2030 is one of the flagship initiatives of the European Green Deal and builds on the EU biodiversity strategy for 2030. The strategy will contribute to achieving the EU's biodiversity objectives as well as greenhouse gas emission reduction target of at least 55% by 2030 and climate neutrality by 2050.

In line with the objectives of the European Green Deal, EIT Climate KIC is orchestrating deep systems transformations with cities, regions and countries, industry leaders and communities. Through this call, we are sourcing innovations in four positions:

Circular industries: The materials system based on a Circular economy can lead to deep cuts of CO₂ emissions from industry. Making better use of the materials that already exist in the economy can take the EU industry halfway towards net-zero emissions. We would welcome circular design initiatives that demonstrate steep emissions reduction in the agro-food nexus, forestry-based, building, mobility and automotive industries. Projects in industry symbiosis on industrial parks and clusters would also be welcome.

Circular transformation: As cities, regions and governments engage with EIT Climate-KIC in demonstrating ambitious, whole systems circular economy transformations, practitioners need to rethink how they take action, monitor and measure changes towards circular transformation. We are looking for projects that are developing innovative circular procurement practices and actions, data processing and analysis tools for real-time learning

on circular transformation across sectors. Frameworks and performance metrics that engage mindsets, skills, behaviours, investments and economies in shifts from linear to circular models, would be welcome, especially where they have a focus on whole systems transformation connecting across sectors and value chains.

Circular communities: In the aftermath of the Covid-19 pandemic, we would welcome projects that propose solutions for community-led circular initiatives to build territorial resilience, inclusiveness and explore ownership models with commercial acumen.

Circular capacity-building: Learning and capacity building are key ingredients to create change agents and foster life-long learning as well as widely disseminate insights and good practices while increasing innovation and entrepreneurship capacity in either public or private entities. We would welcome projects developing innovative learning approaches and tools in the field of Circular Economy for systems transformation, through education and human capital development, innovation and knowledge transfer, enterprise development and societal engagement.

In all cases, proposals are encouraged to go beyond technical services or products and engage in multiple positions related to governance, capital structures, policies, regulation etc.

4.4 **Enabling technologies in service of mitigation and/or climate adaptation**

The European Green Deal, Europe Fit for the Digital Age and an Economy that Works for People require innovative new technologies and investment in them. Key Enabling Technologies (KETs) are investments and technologies considered a priority to enable European industries to retain competitiveness and capitalise on new markets. EIT Climate-KIC is committed to encouraging and supporting technology development that is aligned with Europe's commitment to becoming the world's first climate-neutral continent and to demonstrating leadership in sustainable industrial development and regenerative economic and social models. In the wake of COVID-19, technology solutions are sought that have the potential to mainstream resilience (localised, renewable production, redundancy), sustainability (regeneration of natural systems and transformations that invest in social cohesion and emissions reductions) and circularity principles.

Through this call EIT Climate-KIC is sourcing solutions in enabling technologies that are relevant to innovation positions in our systems transformation portfolios in cities, land use, circular economy and materials and just transformation. Projects supported through this call will be regularly reviewed and considered for inclusion or deployment in the place-based and value-

chain based portfolios EIT Climate-KIC is working on. We are prioritising the following enabling technology areas:

Biomimicry and biotechnology – projects developing innovations and materials inspired by nature that enhance environmental adaptation capabilities and/or emissions reductions applied in areas like: energy, water, waste, transportation, buildings and infrastructure, manufacturing, agriculture and food systems, human health and environmental regeneration. We are particularly interested in proposals leveraging advanced manufacturing and research into properties of materials, cellular structures and symbiosis.

Biophysical capture – projects that are developing solutions to capture, transport and storage, industrial carbon capture through connected commercial frameworks and business models for crisis response. Projects designed to support policy responses involving numerous components would also be welcome e.g. massive spending on deployment of low-emission technologies and deep energy efficiency, among many others.

Green chemistry – projects that leverage green chemistry innovations in manufacturing practices to achieve less waste, incorporate zero emissions materials, more efficient energy consumption, encourage or enable regenerative living and food production, and enable new business models and commercial opportunities through incentive and life-cycle models.

Artificial Intelligence (A.I.) – projects proposing design, development, and application of diverse combinations of distributed ledger, sensors, smart data, smart contracts, virtual agents, cognitive computing and full A.I. to achieve emissions reductions and/or climate resilience. We would welcome initiatives focused on any of the following for example (not intended to be exhaustive): radical transparency and provenance, renewable energy optimisation and storage, distributed energy production, supply and ownership, improved forecasting and demand management, regenerative agriculture and land-use, algorithmic regulation, sustainable design and living choices.

Multi-agent architecture – large-scale multi-agent virtual AI applications across value chains for climate positive outcomes. We would welcome projects that model and support commercial enterprise among virtual distributed entities in order to enable informed and optimised policy decisions on climate change mitigation strategies, capture human impacts on climate change and underlying system components to encourage sustainable practices and build commercial opportunities for a community of vibrant interacting entities.

Nanotechnology – projects that demonstrate deployable, commercial opportunities in nanotechnology applications for decarbonisation, climate resilience and/or environmental regeneration. We would welcome projects developing applications in the following areas (not intended to be exhaustive): sustainable food production through nutrient cycling and crop productivity, or/and micro-manufacturing, organic chemistry and molecular biology; accelerated transformation of the built environment through energy production, distribution, storage and efficiency, resilient efficient building materials, water and heat management, waste treatment, urban farming; sustainable mobility and transport solutions; sustainable manufacturing, materials and circularity, including carbon capture, extraction and reuse; environmental protection and regeneration.

4.5 Just Transformation

Urgent support for climate action is needed in carbon intensive industries across Europe. As regions traditionally reliant on heavy industry begin to open up to the exploration of alternative low carbon economies; innovative solutions are needed to ensure the transitions to new economies are socially, environmentally and economically just. Finding a resilient future in a sustainable way (for example without coal) is a challenge for which most regions were never prepared. Under just transformation work we provide support to carbon intensive regions, placing the voices of citizens, communities, workers and youth at the core. Today it is even more essential to focus on managing uncertainties and transition risks through innovation. Adapting to a post-Covid period needs to be followed by reconstruction and industrial transformation by putting in place an enabling framework that helps territories in the transition to a digital and carbon-neutral economy and help create high-quality jobs and certain futures for the citizens.

In line with the European objectives on just transition, and in recognition of the fact that addressing climate change is ultimately about social change, EIT Climate KIC is orchestrating deep systems transformations with cities, regions and countries, industry leaders and communities. Projects supported through this call will be considered for contributing the place-based and value-chain based portfolios EIT Climate-KIC is working on. Through this call, we are sourcing innovations in the following positions:

Just Transformation synergies: accelerating the transition towards a more circular and/or resilient future require that multiple policy streams address joint programming by following systemic innovation principles. EIT Climate KIC is committed to exploring new innovative mechanisms on blended finance, governance models and innovative policy instruments to support the alignments and synergies between multiple strategies, action plans and long-term programmes as part of the EU and global policy agenda. For example, mechanisms or activities that place just transformations alongside other development agendas such as: resilience-building, socio-economic development, climate mitigation, or COVID recovery.

Just Resilience: exploration of new products or services that put community justice and inclusion at the centre of resilience building activities, building both civic legitimacy whilst protecting the most vulnerable.

Just Business models: engaging with new finance strategies are promoting a just transformation from traditional manufacturing models and shift to engage with models of sustainable ecosystem services that build economic, social and cultural change.

Just Industry: commercial models that amplify large corporation and SME automotive/industry to adopt mobility greening and just transformation across supply chains, markets and value distribution that hones long-term thinking in business model development and environmental success.

Just Public Policy: ecosystems of the Regional Government's interaction with territory stakeholders of the territory to focus on impact of collaborative governance strategies that drive effective relationships between values and narratives in the society.

Just Food Transition: evidence use cases of technologies, practices and education opens up new economic possibilities for food supply, consumption and the flow on effects of health and society.

In all cases, proposals are encouraged to go beyond technical services or products and engage in multiple positions related to governance, capital structures, policies, regulation etc.

5. Regional Innovation Scheme

The Regional Innovation Scheme (RIS) supports targeted innovation work in RIS countries and has an earmarked budget with different conditions applied. RIS countries are: Bulgaria, Croatia, Cyprus, Czechia, Estonia, Greece, Hungary, Italy, Latvia, Lithuania, Malta, Poland, Portugal, Romania, Slovakia, Slovenia, Spain.

RIS projects should clearly respond to the innovation needs of the individual RIS countries and be linked to the relevant smart specialisation strategies. RIS implemented projects must be led by a RIS partner but can include participation from non-RIS based partners provided the project is to the benefit of a RIS country.

In this call, we have identified one position (Post-Coal Future Lab) for which we are calling for proposals specifically under the RIS earmarked budget in this call.

A separate and specific matchmaking call will be launched during 2022 in order to close the innovation gap between RIS and non-RIS countries. As in the previous year, the call will have its own requirements and will be carried out in two phases: a matchmaking event and a call to support projects worked on during that event. The RIS matchmaking call may be referenced to any system with which EIT Climate-KIC works with the ultimate intention of scaling products or services previously developed to boost innovation in RIS countries.

The position we are calling for under the RIS program is:

Post-Coal Future Lab Implementation and Coordination

Since coal dependency and urgent need of transition of coal-based regions in many moderate innovator countries is one of the RIS most urgent climate challenges, we plan to address that need by Post-Coal Future Lab initiative.

We are looking for a consortium ready to coordinate Post-Coal Future Lab activities across 2022. Post Coal-Future (PCF) Lab is platform developed in collaboration with RIS coal regions in transformation to enable and stimulate the exchange among practitioners of just transformation solutions. It is planned to be an open space, independent from public administration, neutral and shared, where the experimenters from coal-dependent regions of RIS can come together, learn, exchange and innovate collaboratively to find most workable and applicable solutions to key blockages of transformation.

The agenda of the platform should be guided by identification of the key shared challenges, including most acute social, legal and economic problems, like gentrification, lack of citizen engagement, future of work, siloed administrative approach to planning, inadequate infrastructure solutions, or dependence on one industry. The PCF Lab will engage practitioners from the entire spectrum of engaged entities, from public administration, through social activists, business innovators up to academia, capitalizing on different perspectives and approaches and allowing for the development of the innovative, systemic solutions that could be implemented across the regions in transformation. The PCF will aim to support a mix of both non-commercial and commercial solutions in each region.

The main tasks of the consortium coordinating PCF Lab would be to:

- Identify all the willing practitioners from across coal-dependent regions of RIS and build strongly connected and collaborating network capable of common learning and exchange and cooperating on the development of most adequate and applicable solutions.
- Co-create and implement with Climate-KIC the final formula of the PCF Lab for 2022.
- Provide business development and commercialisation support to entrepreneurs and small businesses that may engage with the platform.
- Develop a safe space for experimentation and exchange that would encourage openness around problem sharing, welcome vulnerability and readiness to admit lack of ready answers to the challenges encountered and offer equal and respectful attention to all the participants, regardless of the type of environment they are coming from.
- Ensure at least 3 systems transformation innovative opportunities resolving key just transformation challenges identified and tested across coal-dependent regions of RIS and ready for implementation in 2023.
- Engage Just Transition practitioners from at least 3 coal-dependent regions from at least 3 RIS countries, representing public /local administration, business, grass-roots organisations, and academia.
- Ensure at least 3 collaboration agreements with external participants (non-EIT partners).
- Implement business model allowing for financial independence of PCF Lab as of 2023 or sooner, based on membership fees, grants, contributions from engaged institutions or any other formula ensuring financial sustainability while guaranteeing independence from public administration of particular countries.

Using the RIS budget

The innovation project(s) implemented under the RIS budget responding to the PCF Lab position have special conditions:

- There is no minimum co-funding required, EIT funding can represent 100% of the project budget. However, some level of co-funding is still a positive aspect for the proposal.
- The minimum budget per partner per year is €15,000 in RIS countries for both 2022 and 2023.
- Alternative RIS KPI definitions apply.

Using the general budget in a RIS context

EIT Climate-KIC aims to increase spending in RIS countries above the amount earmarked under the special conditions of the RIS budget. As such, we welcome proposals that respond to the RIS context using the general innovation budget & associated non-RIS rules. Proposals can simply respond to the general positions and describe the nature of RIS engagement in their proposals. It is important that such proposals are fully aligned to the EIT Climate-KIC RIS strategy and leverage our RIS ecosystem of partners.

General projects in RIS should pay particular attention to the individual needs of particular countries, regions, and target groups to apply a place-based approach responding to demand. The EIT Climate-KIC RIS ecosystem team should be consulted as you prepare your proposal to ensure strong alignment to the wider RIS strategy and implementation framework.

6. How to submit a proposal

To develop a good quality proposal to this call, you should run through this pre-submission checklist:

Checklist	
You have read this document carefully, and thought about what contribution your idea / project could make with respect to the innovation problems and positions we have identified;	<input type="checkbox"/>
You have considered and integrated the feedback received from EIT Climate-KIC when you pitched your concept to us.	<input type="checkbox"/>
Register Plaza accounts for yourself and your organisation early. Registration processes take a minimum of 48 hours to approve – so don't leave it until the last minute!	<input type="checkbox"/>
Explore our community and past work via our portfolio visualisation tool Exaptive . Reach out to the suggested contacts provided in the system to build more connections in the community.	<input type="checkbox"/>
Gather relevant information that may support your proposal, like preparing a climate impact estimate.	<input type="checkbox"/>
Develop a clear commercialisation plan to show how the innovation will scale-up and achieve commercial revenues.	<input type="checkbox"/>
Consider the financial return mechanism you will agree with EIT Climate-KIC to address the financial sustainability and shared success principle described in section 8.	<input type="checkbox"/>
Discuss IP considerations with the partnership and write-up what's agreed and what needs to be discussed further during the project.	<input type="checkbox"/>
Translate your proposal and related documents into English so that it can be reviewed. You may wish to add a short English summary to any non-English documents (such as a letter of support). EIT Climate-KIC may require translation if necessary.	<input type="checkbox"/>
Prepare your budget carefully taking into account the strict rules applied to Horizon Europe eligible costs. Based on experience, EIT Climate-KIC strongly recommends careful attention to constructing a compliant budget and developing clear cost category descriptions that respond to the HE guidance. Please refer to EIT Climate-KIC's cost category guidance document here ; and to the pre-draft Annotated Model Grant Agreement here .	<input type="checkbox"/>
Schedule a final review and approval call with all consortium partners just before you submit to ensure there is clear agreement on the final plan to be submitted.	<input type="checkbox"/>

Applications must be submitted via our website Plaza by pressing the 'Final Submit' button. Plaza will be open for applications from 1 October 2021 via: <https://plaza.climate-kic.org>

Please note that we will not accept any applications outside of the system. We will not accept late submissions and the system will be locked after the deadline. It is for this reason we recommend

that you aim to submit your proposal a few days early to give you additional time in case of unexpected issues.

If you experience difficulties with the system, please consult the guidance within the Systems Manuals section of Plaza and for technical issues raise a support ticket in the Plaza system. For general queries you can also contact the EIT Climate-KIC Community Desk at communitydesk@climate-kic.org.

Please be aware that the system does not support images or graphics (if required please submit these as a PDF under the 'Files' tab – you will need to clearly name this document and reference it within the workplan/ work package information provided. Any tables, graphs, or images inserted into other sections of the Proposal will not be provided to independent reviewers for evaluation.

7. Who Can Apply

This call for proposals is open for applications from organisations already part of the EIT Climate-KIC [community](#) as well as new organisations seeking to become members of the community. Our community currently includes more than 400 organisations spanning universities, SME businesses, large organisations, research organisations, public authorities, cities, NGOs and more. EIT Climate-KIC catalyses and supports innovation for climate action, but it is our partners who make that innovation happen.

Organisations will not be eligible to receive funding until they have acceded to the new Horizon Europe legal framework and are eligible to receive EIT-funding as grant recipients. Individuals cannot apply for funding under this call.

Please note that Plaza is only accessible to EIT Climate-KIC community members. If you are not yet a member organisation, please contact the EIT Climate-KIC Community Desk at communitydesk@climate-kic.org to request a pre-membership account. Please ensure you register on the Plaza system no later than 48 hours prior to the submission deadline - registrations after that cannot be dealt with in a timely manner.

7.1 Your Data

In Plaza, all registrants are required to accept EIT Climate-KIC's [General Terms and Conditions](#) which also includes in particular, our [Privacy Policy](#), [Acceptable Use Policy](#) and [Cookie Policy](#) and warrant and represent that they have the authority to agree and accept these on behalf of the named organisation. Personal data provided may be processed, including sharing with other organisations, by EIT Climate-KIC and certain sensitive data elements will be visible to other partners or potential partners of EIT Climate-KIC, including, but not limited to, EIT Climate-KIC making the outcome of this call for proposals available on its website in relation to: statistics on number of applications, per country, per thematic topics, budget and funding, information on each activity selected for funding, including data on each participant and abstracts of the activity proposal for publication purposes.

The named partner organisation or potential partner of EIT Climate-KIC warrants and represents that in providing personal data in connection with the proposal, the data subjects have consented to the provision of this personal data and the processing of it by EIT Climate-KIC in the manner indicated in accordance with our Privacy Policy, and that the partner organisation or potential partner of EIT Climate-KIC provides the personal data in accordance with applicable law.

7.2 Confidentiality

EIT Climate-KIC will treat your proposal confidentially, as well as any related information, data and documents received in accordance with our Privacy Policy or as otherwise indicated throughout the proposal form (i.e. public summary, Climate Impact Assessments), subject to the above paragraph (Your Data).

Please pay attention not to attempt to discuss your proposal with persons you believe may act as an independent expert for EIT Climate-KIC.

7.3 System errors and complaints

Submission

If you think that the submission of your proposal was not entirely successful due to a **technical system error** on the side of EIT Climate-KIC, you may lodge a [complaint](#) through the Community Desk communitydesk@climate-kic.org.

For the complaint to be admissible it must be **filed within 24 hours following that of the Call closure**, ideally as soon as the issue arises to enable submission prior to the deadline.

You should also secure a PDF version of all the parts of your proposal holding a time stamp (file attributes listing the date and time of creation and last modification) that is prior to the call deadline, as well as any proof of the alleged failure (e.g. screenshots). Later in the procedure you may be requested by the team reviewing the case to provide these items. Please note that any information regarding the proposal will be treated in a strictly confidential manner.

To consider your complaint is upheld, the audit trail (application log files and access log files of the IT systems involved) must show that there was indeed a technical problem on EIT Climate-KICs side which prevented you from submitting (or resubmitting) the proposal.

Outcome: You will receive a notification about the outcome of the treatment of your complaint within 48 hours of all evidence being provided. If a decision cannot be reached in this timeframe, you will receive a holding reply. If your complaint is upheld, the files submitted, for which the investigation has demonstrated that technical problems on the EIT Climate-KICs side prevented (re)submitting, will be used as a reference for accepting the proposal for subsequent evaluation. In absence of such documents, the version present in the relevant system will be evaluated.

Complaints & Appeals

Should applicants be dissatisfied with the outcome of the proposal review process please reach out to EIT Climate-KIC's Community Desk (CommunityDesk@climate-kic.org) for information about the Complaints and Appeals processes. EIT Climate-KIC maintains an independent and fair assessment procedure to avoid potential conflicts of interest and ensure fair treatment among applicants.

8. Preparing a compelling proposal

Drawing upon the lessons learned from our previous work, we recommend that you take some time to consider these important aspects of developing a compelling project proposal.

Discuss your idea with us early

To reduce time spent on proposals unlikely to be accepted, EIT Climate-KIC has scheduled a series of events during the call window so that you can discuss your idea with us early and seek our early input. This process is voluntary and while there is no influence on the subsequent review of the full proposal, it will help avoid spending time on a proposal that has a low likelihood of success. You can find the registration links in the call timeline section of this document.

Respond to demand

Proposals should be demand-led and provide a clear description of the need, problem, or challenge that is being addressed. Be clear about what demand there is for the innovation you are proposing and describe how you intend to use experimental and innovative approaches to responding to this demand.

Engage with the EIT Climate-KIC community

Register to come to our events throughout the call window to share your idea and engage with other members of the EIT Climate-KIC community. Ensure the project consortium includes members from at least two European countries with a mix of different contributors from across the knowledge triangle. You can search for key words on Exaptive to find past projects and other community members that may be working on similar ideas on Exaptive: <https://climate-kic.cognitive.city/>

Develop a clear workplan – within each calendar year

Although you can apply for up to 22 months of funding between March 2022 and December 2023 via this call, the grant will be administered separately for each calendar year. As you develop your workplan, take care to plan the work to take this annual cycle into account with a clear break between each year of work. Your workplan should describe the activity planned under the project and describe how this activity leads to the related outputs, deliverables and KPIs.

- Outputs should be considered substantial pieces of work done to achieve the project objectives – a typical formulation might see one output per work package.
- Deliverables are supporting documentary evidence that prove the work has taken place to the standard planned. They should always be of high quality and demonstrate the output was achieved.
- EIT KPIs are defined by our funder EIT and relate to specific achievements that can only be claimed by submitting specific evidence of them being achieved – for example, launch of a

new product or service can be claimed when evidence of €10,000 of sales is submitted and so may need to be declared for future years.

- EIT Climate-KIC KPIs are additional KPIs defined by us and can also only be claimed by submitting specific evidence.

CAUTION! Please review the annexed KPIs and required evidence carefully before including a KPI target in your proposal.

Estimate your Climate Impact

Carefully consider the climate impact potential of your project both in terms of mitigation and adaptation and include a forward-looking estimate in your proposal. For mitigation proposals a quantified estimate should be developed. Estimate the impact potential based on the following:

Net mitigation potential = Quantity of avoided emissions – Quantity of project emissions

To support the estimation process you may consider questions like:

- What is the theory of change of your innovation and how does it lead to CO2 reduction in comparison to an existing solution/status quo?
- Which current practice is being replaced/improved and what is the innovation?
- What are the key energy (e.g. blockchain: electricity for server) and material inputs of your innovation?

Additionally, please briefly describe what success would look like if the project was implemented according to your theory of change. Consider which domains of change your project would directly influence and, for each domain, write a short sentence on what you would 1) expect to see; 2) like to see; and 3) love to see. Please note you don't need to do it for all domains your project will influence, only the ones it will directly influence.

Example:

Innovation project E-Car aims to mass produce affordable electric cars. To estimate its climate impact, it would consider the following evidence for the duration of the project:

- Avoided emissions: Quantity of emissions from gasoline cars that were replaced/not sold.
- Project emissions: Quantity of emissions over the entire life cycle of the electric cars produced.

To describe what success would look like, E-Car could consider something like:

Domain of Change	Expect to See	Like to See	Love to See
Consumer Behaviour	Sales of E-Car electric cars grow faster than	Sales of E-Car electric cars grow faster than sales of gasoline cars in relevant markets in	Volume of electric cars sold surpasses the volume of

	sales of gasoline cars in relevant markets	most of all income brackets	gasoline cars sold in relevant markets
Private Sector Behaviour	E-Car secures additional funding from front-runner manufacturers	E-Car establishes a partnership with a front-runner manufacturer to scale the innovation	E-Car starts to be mass produced by a well-known brand and reaches additional markets

Citizen outreach, results dissemination, and general communications

It is important that European citizens are engaged in the transformations required to address climate change and that momentum is built for climate action. Proposals should therefore include dedicated outreach activities aiming to engage with citizens and promote the role of the European Union in their daily lives. Workplans must include at least one public outreach event (such as a speech, roadshow, school talk or other free public activity) in each grant year. EIT Climate-KIC will provide branding and brand guidelines to successful projects to support in outreach activity and we encourage you to also think about how the results of your project will be shared with others via dissemination and communication. We suggest including a citizen outreach deliverable separate to your dissemination and communications deliverable.

In addition to citizen outreach, projects should include a communications plan and a results dissemination plan that provides a structured and comprehensive effort to disseminate project results to relevant parties such as policy makers, experts and governments.

Intellectual property

Intellectual Property (IP) is a key aspect of commercial innovation, and we encourage partners to discuss IP as they develop their proposals. We expect proposals to include an IP strategy related to the exploitation of project results in line with Horizon Europe requirements. There is additional training and best-practice guidance available via the European IP Helpdesk at iprhelpdesk.eu. It may also be appropriate to include further IP work as part of the project plan. Applicants should consider if it is appropriate to rely on the default IP arrangements under the Horizon Europe framework or develop their own arrangements. In most cases, the IP results of a project will remain owned by the party that generated them unless otherwise agreed. EIT Climate-KIC requires an IP licence be granted to us to facilitate use of project results going forward and, in some cases, may also agree shared IP ownership structures depending on the nature of the project. IP arrangements will be negotiated with successful projects during contracting.

Financial sustainability and shared success

Define a clear commercialisation strategy that will help ensure the financial sustainability and scaling of your innovation for after the project concludes. Remember the principle of shared success and consider the financial return mechanism you'd like to agree with EIT Climate-KIC. We offer a standardised Revenue Participation Agreement or Services for Equity Agreement contract which makes it easy to share revenue or equity with EIT Climate-KIC, as appropriate. Under both agreements

EIT Climate-KIC provide additional services to support the commercialisation efforts. It is also possible to propose an alternative financial participation mechanism to us to agree as part of your proposal.

- **Revenue Participation Agreement (RPA)**

The standard RPA contract applies for 4 years after the end of the project. Each year the organisation(s) selling the product or service report the commercial revenue achieved to EIT Climate-KIC. A revenue maturity threshold is agreed so that there is time for the product or service to mature on the market. Payments to EIT Climate-KIC only begin after the maturity threshold is exceeded and at that point the agreement is extended by four years (a total of no more than seven years). The amount of the payment to EIT Climate-KIC is calculated as an agreed percentage of the revenue achieved for the product/service in that year. We negotiate the threshold and percentage with you based on the commercialisation strategy included in your proposal.

- **Services for Equity Agreement (SFEA)**

The standard SFEA offers EIT Climate-KIC a convertible right to equity in a start-up that is engaged in the project. The agreement is triggered either via a subsequent funding round or after two years. The number of shares issued is determined by the value negotiated in the SFEA, the share price of the next founding round, and the discount rate applied in the agreement.

Check for important updates

We aim to issue full and complete call guidelines however sometimes it is necessary to issue amendments to the Guidelines or make clarifications via additional guidance or Frequently-Asked-Questions. These important updates (if any) will be posted at: <https://www.climate-kic.org/get-involved/apply-for-a-grant/>

9. Budget requirements

Successful proposals will be funded by the Horizon Europe funding framework. To be eligible for funding, applicants will be required to accede to the Horizon Europe Grant Agreement. EIT Climate-KIC will support this process including through on-boarding into the EIT Climate-KIC community. Please reach out to the EIT Climate-KIC Community Desk at communitydesk@climate-kic.org for further information if you are not already a member organisation.

9.1 EIT Reimbursement Model

EIT funding is provided as percentage reimbursement of actual costs incurred, up to the budgeted grant amount. A 'Maximum EIT Reimbursement Rate' is applied at the project level. Please refer to [Managing Performance, Risk, and Fairness in Implementing the EIT Grant](#), for further information.

It is important to highlight that final reimbursement payments can only be made after completion of all grant assurance procedures. This means final payments do not usually arrive until September or October of the year following the grant implementation year. Applicants should carefully plan their financial arrangements to accommodate the time between costs incurred and reimbursement received which is longer than typically expected.

For this call the Maximum EIT Reimbursement Rate under the general budget for:

- 2022 is 40%
- 2023 is 20%

Under the RIS budget, the Maximum EIT reimbursement rate for 2022 and 2023 is 100%.

The Maximum EIT Reimbursement Rate is applied at project level, meaning that each organisation in the consortium can have a different rate. Below is a hypothetical example where lower reimbursement rates for one partner cross-subsidises higher reimbursement rates for others. This example would result in an overall project reimbursement of 30% and would comply with the Maximum EIT Reimbursement Rate rule in the general innovation budget.

	EIT Funding Request (€)	Co-funding (€)	EIT %	Co-funding %
Partner A	100,000	250,000	28.57%	71.43%
Partner B	58,000	0	100%	0%
Partner C	80,000	107,000	42.78%	57.22%
Partner D	0	198,333	0%	100%
TOTAL	238,000	555,333	30%	70%

9.2 **Budget minimums and maximums**

Proposals can include funding for up to 22 months between March 2022 and December 2023. However, funding is administered on an annual basis separately for 2022 and 2023; i.e. funding will be allocated for 2022 and, subject to the availability of funding and project performance, in 2023. Projects will be subject to a grant performance and monitoring framework that will inform budget allocations throughout the project lifecycle.

The following points set out the minimum and maximum EIT funding rates on an annual basis:

Per partner

Per partner, per year, a €30,000 minimum total budget (including EIT contribution and co-funding) applies. This minimum is reduced to €15,000 for projects implemented under the RIS budget.

Per partner, per year, the maximum EIT funding request (excluding co-funding) is €400,000. Multiple partners can be included in a proposal to increase EIT funding request up to the total project maximum set below.

Per project

Per project, per year, the minimum total project budget including both EIT funding and co-funding is €100,000.

Per project, the maximum EIT funding is €800,000 in 2022 and €400,000 in 2023. This excludes co-funding so there is no limit on total project budget only on the EIT contribution. The EIT funding is lower in 2023 than in 2022 to meet the higher co-funding requirements expected in 2023.

10. Review Mechanism & Decision-making

This call will follow a three-stage process with each proposal being assessed for:

- Stage 1 Eligibility – where pass/fail requirements related to the conditions of the call are assessed by EIT Climate-KIC. Proposals must pass all criteria to proceed to stage 2.
- Stage 2 Assessment – where a score (0 to 5) is made against the assessment criteria by two EIT Climate-KIC and two independent external reviewers based on the individual merits of the project proposal. Proposals which score 30 or above will proceed to stage 3.
- Stage 3 Strategic selection – where a panel of at least six EIT Climate-KIC reviewers consider proposals and select the best combination considering available budget and our strategy.

All submissions will be assessed fairly and transparently in the scope of EIT Climate-KIC's eligibility criteria, assessment criteria, and the current portfolio.

Conflicts of interest are mitigated through a disclosure process and follow a full recusal from the decision process in such instances. Decisions as to whether a proposal is accepted or rejected will be communicated as detailed in this document.

Stage 1 - Eligibility

The pass/fail eligibility criteria for this call are:

- The project aims to develop a product or service that has commercial potential (assessed by yes/no declaration only).
- The budget has an EIT reimbursement rate of no more than 40% in 2022 and 30% in 2023, meaning the budget is predominantly funded from other sources.
- The budget minimums and maximums for this call have been met.
- At least one EIT KPI has been indicated.
- The consortium declares willingness to agree a financial return mechanism under the shared success principle (assessed by yes/no declaration only).
- The consortium has a pan-European character and consists of at least two different entities from at least two different eligible countries. Proposals must not exceed more than 10 consortium member organisations.

Proposals that fail the eligibility criteria will not be considered further in the process and applicants will be informed of the outcome via email to the plaza contacts for the proposal; proposals must comply to the full set of the eligibility criteria. Due to the large volume of proposals and the nature of the criteria applied, EIT Climate-KIC is not able to entertain modification to proposals that fail to meet eligibility criteria. Applicants are advised to pay careful attention to these criteria to avoid errors at this stage.

Stage 2 - Assessment

The assessment criteria for this call are set out below. Each criterion is scored on a scale of 0 to 5 by two EIT Climate-KIC reviewers and at least two independent external reviewers. The score across all categories is totalled to produce a ranked list of proposals. We expect a minimum Stage 2 score of 30 points will be required to proceed into Stage 3 – selection. This threshold may be adjusted taking into account the volume of proposals received.

Assessment scoring

Score	Description
0	Proposal fails to address the criterion or cannot be assessed due to missing or incomplete information.
1	Poor. The criterion is inadequately addressed or there are serious inherent weaknesses.
2	Fair. The proposal broadly addresses the criterion, but there are significant weaknesses.
3	Good. The proposal addresses the criterion well, but a number of shortcomings are present.
4	Very good. The proposal addresses the criterion very well, but a small number of shortcomings are present.
5	Excellent. The proposal successfully addresses all relevant aspects of the criterion. Any shortcomings are minor.

Assessment criteria

	Criteria	Prompting questions
Impact Potential and Excellence (20 points)	1. Climate Impact Potential (0 to 5)	<ul style="list-style-type: none"> Is the climate impact narrative well justified and clearly linked to project activities? Do calculations include cited emissions factors or similarly robust estimates? Are assumptions clearly stated and well justified?
	2. Commercialisation strategy (0 to 5)	<ul style="list-style-type: none"> Is there a clear description of the product or service intended to be developed throughout the project? Is there a strong commercialisation strategy that indicates market potential and includes consideration of target market size? Is there an entrepreneurial drive showing up in the proposal? Does the proposal include a financial return mechanism to share revenue or equity with EIT Climate-KIC?
	3. Systems innovation, monitoring, evaluation, and learning (0 to 5)	<ul style="list-style-type: none"> Does the proposal explain how it links to the learning positions described in the call? Is the systems challenge/problem that is being addressed clearly articulated? Are there plans to continually learn from, evaluate, and iterate the outcomes and impact of the activities including post project?

Strategic Fit (15 points)	4. Citizen engagement, general communication, results dissemination, and EU visibility (0 to 5)	<ul style="list-style-type: none"> • Are there plans to engage citizens in the activities, with suitable outlined outreach activities planned? • Is there a social activation element that aims to build support and momentum for climate action? • Does the proposal contain a communications plan and a dissemination plan for how results/outcomes will be disseminated, publicly and to relevant parties? • Is consideration given to how the results and learnings inform further action? • Will the project make a visible contribution to the overarching objectives of the European Union?
	5. Strategic fit (0 to 5)	<ul style="list-style-type: none"> • Is the proposal aligned to the EIT Climate-KIC <i>Transformation, in Time</i> strategy that seeks to effect change in systems? • Does the proposal include a theory of change that describes how the project seeks to influence system change? • Which levers of change does the project experiment with? • Is there analysis about how the proposal addresses a sensitive intervention point in each system? • Where RIS countries are engaged, is there strong alignment to the EIT RIS Implementation Framework? Link
	6. Demand assessment (0 to 5)	<ul style="list-style-type: none"> • To what extent are demand side (challenge owner) representatives expressing interest in the innovation or taking part in the project? • Does the proposal convey how it aims to identify or address the challenges and needs of challenge owners (business leaders, city governments, regional governments, policy makers, communities, etc.) with this innovation? (Note: For projects exploring the supply side of innovation only, the proposal must clearly describe the already established challenges and needs.)
	7. European Innovation (0 to 5)	<ul style="list-style-type: none"> • Does the proposal address Knowledge Triangle Integration across research, education, and innovation? • Does the project address wider societal demand for change including climate justice, diversity, and gender equity? • Does the funding go toward early-stage innovations with reference to Technology Readiness Level (TRL)?
Implementation (10 points)	8. Project Plan and clarity of outputs (0 to 5)	<ul style="list-style-type: none"> • Are the work plan and work packages clearly explained and relevant to support the delivery of objectives and expected impact? • Are the project outputs, deliverables and KPIs clearly stated and linked to the different work packages/project stages identified in the work plan? • Are key assumptions and risks presented clearly? • Is the work plan, work packages, outputs, deliverables and KPIs targeted reasonable for the duration of the project and the grant amount requested?
	9. Value for money (0 to 5)	<ul style="list-style-type: none"> • Do the consortium partners have the appropriate skills and capabilities to successfully deliver? • How well is the funding spent on activities directly linked to achieving the project objectives, deliverables and KPIs? • How much co-funding is offered to match the EIT funding? (Note: all else being equal, proposals with higher co-funding will be prioritised)

Stage 3 – Strategic Selection

A panel of at least six EIT Climate-KIC employees will look for strategic priorities in the form of potential connections, synergies, and combinatorial effects across projects. This strategic selection stage takes into consideration the diversity of solutions being tried, possible combinations and adjacencies with other initiatives, and potential effectiveness in terms of addressing sensitive system intervention points.

This stage constitutes a contextual judgement that values proposals differently depending upon their situational and relational value as part of a portfolio of innovation. We regard all proposals that have passed the preceding Stage 2 as being of suitable quality and this subsequent stage instead focusses on the potential additional value that can be unlocked by running multiple projects in parallel as part of a portfolio or cohort of experiments. The process requires a consensus decision be reached over each proposal. The selection panel agrees a consensus decision that results in an additional score being awarded to the proposal:

- Strong strategic priority, clear connectivity to other initiatives, likely to produce insights and learnings about system change, project results appear to have scaling potential -> +10 points
- Good strategic alignment, some connectivity to other initiatives, positioned well but may require additional support to produce insights and learning related to system change -> +5 points
- Generic strategic alignment, innovation with a solution for a specific problem but with limited propensity for connectivity to other initiatives, would require significant support to incorporate a system change logic -> 0 points

Decision communication

EIT Climate-KIC will aim to communicate final outcomes to applicants on 28 January 2022. A list of selected projects, budget amounts and names of selected applicants will also be published on our website. Contract development and task confirmation processes are expected to continue in February as applicants respond to relevant compliance requirements – such as acceding to the Horizon Europe Model Grant Agreement and responding to conditions. We aim to offer Task Confirmation Letters for signature in late February to support project commencement dates from 1 March 2022.

Annex 1: Key Performance Indicators (KPIs)

Please note the below KPIs below are those related to Innovation Call 2022 and represent a subset of the overall EIT KPIs. Your proposal must include at least one EIT KPI (not CKIC KPI) to be eligible. Please refer to the eligibility section under the Review mechanism and decision making. Additional CKIC KPIs may be included but there must be at least one EIT KPI.

EIT have not yet finalised the KPI requirements for 2022 and 2023 fully and so these KPIs may change during the course of the call. EIT Climate-KIC will provide revised KPI guidelines for applicants to review and confirm prior to contracting in February 2022.

History of KPI changes

Segment	EIT Core KPI reference in Business Plan 2020	EIT Core KPI reference in Business Plan 2022	History of changes
Education	<u>EITN01</u> Graduates from EIT labelled MSc and PhD programmes	EITHE07.01 Sum of graduates from EIT labelled Masters and EIT labelled PhD programmes in 2022	No changes to the KPI definition Additional data requirements at the reporting stage
Education	<u>EITN02</u> Start-ups created by students enrolled and graduates from EIT labelled MSc and PhD programmes	EITHE05.1 Start-ups created of EIT labelled MSc/PhD programmes EITHE05.2-EITRIS EIT RIS start-ups created of EIT labelled MSc/PhD programmes	No changes to the KPI definition Sub-KPI specific to RIS has been created Additional data requirements at the reporting stage



Education	N/A	EITHE08.1 Participants in (non-degree) education and training	!NEW!
Education	N/A	EITHE09.1 EIT labelled MSc/PhD students and graduates who joined start-ups	!NEW!
Innovation	<u>EITN03</u> Products (goods or services) or processes launched on the market	EITHE02.1 Marketed Innovations EITHE02.2-EITRIS EIT RIS Marketed Innovations	Additional requirement for the products (goods or services) to have a sales revenue of <u>at least 10 000 EUR documented</u> Sub-KPI specific to RIS has been created Additional data requirements at the reporting stage
Business Creation	<u>EITN04</u> Start-ups created as a result of innovation projects	EITHE04.1 Start-ups created of/for innovation EITHE04.2-EITRIS EIT RIS Start-ups created of/for innovation	Sub-KPI specific to RIS has been created 2 instead of 3 documents required at the reporting stage Additional data requirements at the reporting stage
Business Creation	<u>EITN05</u> Start-ups created of/ for innovation	EITH03.1 Supported Start-ups/Scale-ups EITHE03.2-EITRIS EIT RIS Start-ups/scale-ups Supported	Sub-KPI specific to RIS has been created 3 documents required at the reporting stage Additional data requirements at the reporting stage
Business Creation	<u>EITN06</u> Investment amount attracted by ventures supported by KICs	EITHE06.1 Investment attracted by KIC supported start-ups/scale-ups EITHE06.2-EITRIS Investment attracted by KIC supported EIT RIS start-ups/scale-ups	NOTE: already in 2020 guidance <u>Debt financing and EU/structural funds (grants)</u> are no longer accepted as investment. Sub-KPI specific to RIS has been created Additional data requirements at the reporting stage
	<u>EITN07</u> Success Stories	EITHE13.1 KIC success stories	A maximum limit of 20 stories per KIC per year has been set

	<u>EITN08.1 and EITN08.2</u> External participants in EIT RIS2 programmes	N/A	No longer separate KPIs as sub-categories for RIS have now been added as part of other KPIs
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2 EIT RIS countries: Bulgaria, Croatia, Cyprus, Czechia, Estonia, Greece, Latvia, Lithuania, Malta, Portugal, Romania, Serbia, Slovenia, Slovakia, Northern Macedonia

Evidence requirements and templates supporting KPIs

For the KPI to be approved, you will need to submit a separate set of supporting documentation. All documents in another language than English need to include an English summary. Unless correct evidence is attached, the KPI will not be accepted.

Therefore, please **carefully read and make sure you understand the evidence and data requirements** before setting your KPI targets. If a KPI achievement cannot be reported because of lack of evidence, it can result in underperformance assessment and subsequent cost reduction at reporting stage.

In addition, one column has been introduced to help you identify mandatory target requirements for the submission.

EIT core KPIs

EIT Core KPI code	Subcategories of EIT Core KPI code	Definition set by EIT	MANDATORY SUPPORTING EVIDENCE KPIs <u>cannot</u> be Reported <u>without</u> the evidence and data requirements	MANDATORY DATA If the data is not supplied, the KPI cannot be reported.
<i>Innovation</i> EITHE01	EITHE01.1	# Designed/Tested Innovations. Number of innovative products/services resulting from innovative projects (a) filed for some form of intellectual property protection (i.e. patents, trademarks, registered designs, copyrights), or innovative products/services that have progressed towards commercialisation, defined as one or more of: progress by at least one technology or manufacturing readiness level (TRL/MRL); prototype/proof of concept/beta version developed; product/service/ model piloted; or(b) innovative products tested through test-beds or other innovative platforms.	No mandatory documentation required to be presented at Reporting. Nevertheless, data in a format specified by EIT will need to be presented to EIT Climate-KIC so it can be reported to EIT in the KPI excel templates they specify. Partners will be asked to supply data to EIT Climate-KIC at the reporting stage with specific fields in Plaza.	IT may yet slightly revise the structured data requirements so the following should be expected to be provided as <u>mandatory</u>, but not limited to: <ul style="list-style-type: none"> • Product name • Product Website (if applicable) • Reference to the IP protection. • Participants • Test Country • KAVA Ref (added at Reporting by CKIC) It is important this data is provided in the format requested (i.e. Plaza forms), otherwise it may not be possible to add it into the EIT system.

	EITHE01.3- EITRIS (RIS specific)	# EIT RIS designed/tested innovations: number of innovative products and services designed/tested by organisations from EIT RIS countries.	Partners will be asked to supply data to EIT Climate-KIC at the reporting stage with specific fields in Plaza.	
	EITHE01.4- EITRIS (RIS specific)	# EIT RIS countries – designed/tested innovations: number of EIT RIS countries related to designed/tested innovative products and services (as per EITHE01.1-2 definition).		
	EITHE01.5	# Test beds used to test innovation products/services to be reported by country. A test bed is defined as a platform for conducting rigorous, transparent, and replicable testing of scientific theories, computational tools and new technologies. It is used to describe experimental research and new product development platforms and environments.		
	EITHE01.6	# Participants involved in designing/testing of innovative products/services per KTI area and country.		
<i>Innovation</i> EITHE02	EITHE02.1 and EITHE02.2- EITRIS (RIS specific)	# Innovations introduced to the market during the KAVA duration or within 3 years after completion thereof. Innovations include new or significantly improved products (goods or services) and processes sold. <u>Each reported innovation should have a sales revenue of at least 10 000 EUR documented.</u>	<u>Two separate evidence documents are required:</u> 1. Declaration of the product owner describing the innovativeness (new or significant improvement in terms of physical or functional parameters) of a product/process, link to the KIC societal challenge and the KAVA, as well as information on the KAVA	Mandatory structured data to be reported, but <u>not limited</u> to: <ul style="list-style-type: none"> • name of the product and website • open access (YES/NO) • market (country) • Project (KAVA) investment (EUR) • KAVA Ref (added at Reporting by CKIC)

		<p>Innovations must be linked directly with the KAVA and reported in the year when they were introduced on the market reaching the first €10 000 revenue (not later than three years after KAVA completion)</p> <ul style="list-style-type: none"> • Open access innovations having at least 200 satisfied users should be reported separately with the number of users satisfied with the innovation. • Markets to be defined per country. 	<p>investment in the innovation development.</p> <p>2. Documented proof such as an invoice or an online sales records demonstrating that the purchase of at least 10,000 EUR has been made by a customer/s.</p> <p><u>For open access innovations the evidence should prove:</u></p> <ul style="list-style-type: none"> - Number of users who have downloaded the innovation - Number of users with satisfactory feedback 	<p>It is important this data is provided in the format requested (i.e. Plaza forms), otherwise it may not be possible to add it into the EIT system.</p>
	EITHE02.3-EITRIS	# of EIT RIS countries related to the products introduced on the market (as per EITHE02.1 definition)		Waiting for EIT to provide further information.
	EITHE02.4	# Markets to be defined per country.		Waiting for EIT to provide further information.
EITHE03 <i>Entrepreneurship</i>	EITHE03.1 and EITHE03.2-EITRIS (RIS specific)	<p>#Number of start-ups and scale-ups registered supported by KICs for at least 2 months in 2022.</p> <p># Start-ups and scale-ups supported by KICs in 2022 for at least 2 months. KIC will need to justify that the provided services contribute to the company's growth (including potential growth). Examples of such services are mentoring, consultancy on access to finance and markets, product/service marketing, legal advice, internationalisation, matchmaking, etc.</p>	<p><u>Three separate evidence documents are required:</u></p> <p>1. Declaration of the start-up supported confirming the length and type of services provided by the KIC and how they contributed to the growth of start-up. The declaration shall also include short description of the start-up and its core business</p> <p>2. Formal signed agreement between KIC and the ventures clearly stating what is being provided, when and with which milestones/ deliverables for the</p>	<p>Mandatory structured data to be reported, but <u>not limited</u> to:</p> <ul style="list-style-type: none"> • Registration number of Start-Up • Name of start up • Gender of CEO/owner (M/F) • Country of Registration • Website <p>It is important this data is provided in the format requested (i.e. Plaza forms), otherwise it may not be possible to add it into the EIT system.</p>

			start-up to go onto the next stage of BC services and, if applicable, what is KIC receiving in exchange 3. Registration certificate of the venture receiving BC services	
	EITHE03.3-EITRIS	# EIT RIS countries where start-ups/scale-ups supported by KICs (as per EITHE03.1 definition) are registered		Waiting for EIT to provide further information.
Entrepreneurship EITHE04	EITHE04.1 and EITHE04.2-EITRIS (RIS specific)	# Start-ups established in 2022 as a result/ based on the output(s) of Innovation/ Research related KAVA(s), or start-ups created for the purpose of an innovation project to organise and support the development of an asset (but not later than three years after completion of the KAVA).	<u>Two separate</u> evidence documents are required: 1. Registration certificate of a start-up established in 2022 2. Declaration of the start-up demonstrating substantial link with the specific KIC KAVA (indication of the specific output of KIC KAVA(s) or asset development) and proof for the KAVA investment in the start-up. The declaration shall include short description of the start-up and its core business.	Mandatory structured data to be reported, but <u>not limited to</u> : <ul style="list-style-type: none"> • Registration number of Start-up • Company/start-up • Name of CEO/owner • Gender of the CEO/owner • Country of registration • Website <p>It is important this data is provided in the format requested (i.e. Plaza forms), otherwise it may not be possible to add it into the EIT system.</p>
	EITHE04.3-EITRIS	# EIT RIS countries where start-ups of/for innovation (as per EITHE04.1-2 definition) were registered		Waiting for EIT to provide further information.
Education EITHE05	EITHE05.1 and	# Sum of start-ups created by students enrolled and graduates from EIT labelled MSc and PhD programmes in 2022. To be eligible, a start-up should be created during EIT labelled programme (by	<u>Two separate</u> evidence documents are required. 1. Registration certificate of a start-up established in 2022; 2. Declaration of the student confirming the length and type	Mandatory structured data to be reported, but <u>not limited to</u> : <ul style="list-style-type: none"> • Company name • Website • Registration number

	EITHE05.2-EITRIS (RIS specific)	students) or within three years from the graduation (by graduates).	of EIT labelled study programme taken and any KIC contribution to the establishment of start-up. The declaration shall include short description of the start-up and its core business.	<ul style="list-style-type: none"> Country of registration (specified format) Gender of the CEO/owner KAVA reference (provided by EIT CKIC) <p>It is important this data is provided in the format requested (i.e. Plaza forms), otherwise it may not be possible to add it into the EIT system.</p>
	EITHE05.3-EITRIS	# EIT RIS Countries - Start-ups created of EIT labelled MSc/PhD programmes		Waiting for EIT to provide further information.
EITHE06 <i>Business creation</i>	EITHE06.1 and EITHE06.2-EITRIS (RIS specific)	<p>Total EUR amount of private and public capital attracted within 2022 by supported start-ups/scale-ups established in the EIT (RIS) countries, that have received KIC business creation services support of total duration of at least two months, within a maximum of three years following the last received KIC KAVA support activity.</p> <p><u>Please note</u> that EIT is still to update the definition and supporting evidence once the Horizon Europe's respective KPI is developed; acceptance of debt financing or grants will be confirmed alongside the definition</p>	<p><u>One evidence document is required:</u></p> <ol style="list-style-type: none"> Declaration of a start-up proving the amount, type of investment, source of income by type (public/private) and a link to a specific KAVA and support received. 	<p>Mandatory structured data to be reported, but <u>not limited to:</u></p> <ul style="list-style-type: none"> Registration number of Start-Up Name of start up Gender of CEO/owner (M/F) Country of Registration Value of investment attracted Website Type of investment (public/private) <p>It is important this data is provided in the format requested (i.e. Plaza forms), otherwise it may not be possible to add it into the EIT system.</p>
	EITHE06.3-EITRIS	# EIT RIS Countries where the supported start-ups/scale-ups which attracted investment were registered		

<p style="text-align: center;"><i>Education</i></p> <p>EITHE07</p>	<p>EITHE07.1</p> <p>and</p> <p>EITHE07.2-EITRIS (RIS specific)</p>	<p># Graduates from EIT labelled Masters and EIT labelled PhD programmes in 2022 ((with citizenship in EIT RIS countries))</p>	<p>Partners should refer to the structured data requirements.</p> <p>There is <u>no mandatory evidence</u> to be supplied to EIT for this KPI, however, certain fields of mandatory data in a fixed structure will need to be supplied to EIT.</p> <p>Partners will be asked to supply data to EIT Climate-KIC during the year</p>	<p>Mandatory structured data to be reported, but <u>not limited to</u>:</p> <ul style="list-style-type: none"> Names, contact details (e-mail address), gender, country of citizenship, Title of educational programme (as specified in EIT decision awarding the Label), start and complete dates Type of educational programme (PhD, Master etc.) Joint or double degree (YES/NO) Graduates with citizenship in EIT RIS countries (EITHE07.2)
	EITHE07.3	% of total graduates in same disciplines from partner HEIs (definition TBC by EIT)		
	EITHE07.4	List of EIT labelled Masters and PhD programmes (report only)		
	EITHE07.5	List of institutions participating in delivery of the education programmes (report only)		
	<p style="text-align: center;"><i>Education</i></p> <p>EITHE08</p>	<p>EITHE08.1</p> <p>and</p> <p>EITHE08.2-EITRIS (RIS specific)</p>	<p># Participants in EIT professional development courses, online training courses and other education/training activity delivered or in a process of delivery</p> <p>Participant who successfully finished the programme to be counted.</p> <p>For this KPI, those education and training activities which have clearly defined learning outcomes, and which carries out competency assessment method are applicable.</p>	<p>Partners should refer to the structured data requirements.</p> <p>There is <u>no mandatory evidence</u> to be supplied to EIT for this KPI, however, certain fields of mandatory data in a fixed structure will need to be supplied to EIT.</p> <p>Partners will be asked to supply data to EIT Climate-KIC during the year</p>

				<ul style="list-style-type: none"> • Defined learning outcomes and Competency assessment methods
	EITHE08.3	List of (non-degree) education and training		
	EITHE08.4	List of institutions/organisations delivering (non-degree) education and training		
Education EITHE09	EITHE09.1	<p># EIT Label students who joined start-ups during their EIT Label studies. Sum of EIT Label graduates who joined start-ups up to 3 years after graduation.</p> <p><u>JOINED means</u> join as an owner of an existing start-up or be employed by a start-up.</p>	<p>Partners should refer to the structured data requirements.</p> <p>There is <u>no mandatory evidence</u> to be supplied to EIT for this KPI, however, certain fields of mandatory data in a fixed structure will need to be supplied to EIT.</p> <p>Partners will be asked to supply data to EIT Climate-KIC during the year</p>	<p>Mandatory structured data to be reported, but <u>not limited to</u>:</p> <ul style="list-style-type: none"> • Names • contact details (e-mail address), • gender • country of citizenship, • start-up name • registration number • registration country. • Joined (created / employed)
	EITHE09.2-EITRIS	# EIT label students with EIT RIS country citizenship who joined start-ups		
Horizontal outputs EITHE13	EITHE13.1 and EITHE13.2-EITRIS (RIS specific)	<p>Maximum 20 quality success stories per year to be submitted to EIT on continuous basis (e.g. 5 per quarter).</p> <p>The success stories should follow the EIT respective guidelines and should be accepted by the EIT including eligible nominees for the EIT awards.</p>	<p><u>A template provided by EIT</u> must be completed in order for the KPI to be approved.</p> <p>The success story should be “outcome” focussed – which means a result. For example, attracting investment; launch of a product or service; results of an event (not the event itself).</p> <p>The template itself requires some quite specific information to be completed,</p>	<p>To be reported as structured data requirements so the following should be expected to be provided, but not limited to:</p> <ul style="list-style-type: none"> • Name of success story/good practice • Country • Name of organisation • Name of person • Nationality of person • Position of Person • Role of person • url or handle of one or more of the following:

			and there is also additional data information specified in the next column which must be provided at reporting stage.	<ul style="list-style-type: none"> ○ Website ○ Facebook ○ Twitter ○ LinkedIn ● Date of success story ● Total EIT grant funding ● 3 key words for story. <p>It is important this data is provided in the format requested (i.e. Plaza forms), otherwise it may not be possible to add it into the EIT system.</p>
	EITHE13.3-EITRIS	# EIT RIS countries linked to the success stories (as per EITHE13.1 definition)		