



Business Plan 2023 – 2025

Open Small Call Innovation Pilot

Call Manual

EIT Urban Mobility - Mobility for more liveable urban spaces

EIT Urban Mobility

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eiturbanmobility.eu

History of changes

Version	Publication Date	Change
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1.1	05/12/2022	Review PMO – J. Cuixart and M. Martinez
1.2	08/12/2022	Integration – G. Macnaughton
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Introduction

The Innovation Small Calls is a new pilot mechanism for EIT Urban Mobility in 2023. Around 600K€ has been allocated to the Small Call's mechanism. Given the small calls process is a pilot mechanism, awardees will be closely monitored through the implementation process until the successful closure of their project by 31 December 2023. Additionally, support will be given on the management of specific EIT processes and reporting procedures linked to the new mechanism.

The Innovation Small Call is a mono-beneficiary type of call addressed to small and medium enterprises (SMEs). Each entity awardee will receive a total EIT contribution of the 70% of the total project budget, with a maximum amount of 59,500 € per project. The wider goal of the pilot mechanism is to provide new pathways into wider co-operation with the EIT Urban Mobility ecosystem and create new partnerships with a lighter touch procedures and processes.

Proposals submitted to this call for proposals must support EIT Urban Mobility's vision and mission and substantially contribute to tackling our strategic objectives (SOs). Proposals need to demonstrate how the activity will contribute to specific SOs, as stated in the **Strategic Agenda 2021-2027 (SA)**.

Call summary

Call for Proposals Main Features ¹	
Key dates of the call calendar	<ul style="list-style-type: none"> • Call opening: 25 January 2023 • Call closing (submission of completed application): 25 March 2023 by 17:00 CET • Eligibility and admissibility check: End March 2023 • Evaluation of proposals: End March 2023 – first half of April 2023 • Remote Panel Hearing: Second half of April 2023 • Communication of results: End of April • Tentative start of the projects: May 2023
Total estimated EIT Funding allocated to this call and co-funding rate	595,000€ (10 projects to be implemented out by 10 different legal entities, each with an EIT funding allocation of 59,500 EUR). All proposals must have a minimum co-funding of 30%. Co-funding above 30% will be positively assessed during the portfolio selection.
Project duration	This call is open to proposals with a project duration of up to 8 months .
Submission portal	The AwardsForce Link. See document “Guide for applicants” for further details
List of documents to be submitted	<ol style="list-style-type: none"> 1. Application form is available on the AwardsForce platform 2. Legal incorporation documents and VAT number
List of documents to take into consideration	<ol style="list-style-type: none"> 3. Call Manual 4. EIT Urban Mobility Strategic Agenda 2021-2027 5. Eligibility of expenditure 6. Appeal procedure 7. Project Implementation Handbook 8. Template of the Financial Support Agreement 9. Horizon Europe Model Grant Agreement (specifically Articles 16 and 17)
Short summary of the topics to be addressed	The Challenge Areas cover three main topic: Energy, Logistics, Future Digital (See Section 1.3.1). Within these calls, products/solutions/services could address, but not be limited to, the following sub-topics: Artificial Intelligence/Big Data, Autonomous Vehicles, CarOS, V2X, Last Mile Brokerage Services, Physical Safety & Security, Cybersecurity, Mass Transit User Experience, Software Defined Mobility, ITS, MaaS, Mobility Interchanges, Asset Management & Monitoring, Billing/Ticketing, LTE Connectivity.

¹ Please note that this calendar is indicative. Dates might be subject to slight changes.

Evaluation criteria	For the <i>Strategic & General Fit evaluation</i> : <ul style="list-style-type: none">• Meet the Strategic Fit product/service solution definitions• Comply with Innovation Small Call general fit requirements For the <i>full proposal evaluation</i> : <ul style="list-style-type: none">• Excellence, novelty, and innovation,• Impact and financial sustainability, and• Quality and efficiency of the implementation
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1 Call requirements

1.1 Applicant's eligibility and membership

1.1.1 Who can apply

The Innovation Small Call aims particularly to contribute to the EIT Urban Mobility's society impact goal of job creation and strengthening the European urban mobility sector. Therefore, the Innovation focus is on offering pathways for SMEs to expand and grow. This call specifically aims to support SMEs enter into business and commercial relations with transport providers, cities, and city authorities that normally have heavy procurement and compliance requirements which de facto excludes SMEs from supplying solutions to our urban mobility challenges.

As such, the Innovation Small Call pilot is an open call targeted at SMEs². Additionally:

- They should be registered as legal entities not more than 10 years ago from the official closing date of the call
- SMEs applying may be registered as legal entities in either an EU Member State or a third country associated to Horizon Europe, including the UK and Switzerland.
- Have a minimum of 3 employees (not a single founder)

The call is addressed to single legal entities -mono-beneficiary scheme- and, consequently, while possible, there is no need to develop a consortium with additional entities.

Applicants must plan to develop and test the product/service/solution with an end-client within an EU Member States and/or Third countries associated to Horizon Europe,³ including the UK and Switzerland.

SMEs that were incorporated as an outcome/result of a previous EIT Urban Mobility funded project in 2020, 2021, or 2022 will be strongly encouraged to apply. In the application, you will be required to provide details of the EIT Urban Mobility Project acronym and reference number as well as outline any legal connections/ownership structure related to existing EIT Urban Mobility partners.

Any SME awarded in the Innovation Small Call agrees to participate in an academic evaluation on the impact and value of small, agile awards in the urban mobility arena. Further details will be shared during the implementation kick off with funded SMEs.

² SME definition according to the EC: https://single-market-economy.ec.europa.eu/smes/sme-definition_en

1.1.2 Membership

Participating in one of EIT Urban Mobility projects means being part of the EIT Urban Mobility community.

Implementing projects is one of the core activities of the EIT Urban Mobility Community. Beyond this activity, the Community has a broader scope of connecting their members and facilitate networking activities to enable all sustainable mobility players to work together and multiply the impact of their initiatives.

All entities of selected proposals are asked to be part of the EIT UM Community for the given year. Their membership status will be confirmed upon award and may require the payment of a reduced annual fee of 2,500 €⁴.

Detailed description of all packages and related benefits, as well as the registration and condition for membership is outlined on our website: <https://www.eiturbanmobility.eu/become-a-partner>.

1.2 Call objective

The primary focus of the Innovation Small Call will be on EIT Urban Mobility Strategic Objectives **SO3/TSO3 Deploy and scale green, safe and inclusive and mobility solutions for people and goods** and **SO4/TSO4 Accelerate market opportunities with an agile innovation approach**.

Attention should be paid to the requirements outlined in this Call Manual to ensure the Innovation Small Call mechanism is suited to your company and/or product/service/solution.

The aim of this call is to support SMEs (Applicants) to either:

- Develop a **new** product/services/solutions for existing clients **OR**,
- **Significantly improve** an existing product/services/solutions for expansion into a **new industry sector** or a **new geographic** area

The key project outcome for either option a) or b) will be the launch into the market of an innovation according to the following Key Performance Indicators (KPI) definition with the required supporting evidence:

KPI	KPI Definition	Supporting evidence
EITHE02.4 Marketed Innovations	Number of innovations introduced on the market during the project duration or at the latest within 18 months from the start of the project with a documented sales revenue of at least 10 000	<ul style="list-style-type: none"> • 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 investment in the innovation development.

⁴ Provided that the same entity is not participating in other types of EIT UM activities in 2023. In that case, the regular fee applies.

KPI	KPI Definition	Supporting evidence
	EUR. Innovations include new or significantly improved products (goods or services) and processes sold.	<ul style="list-style-type: none"> • Documented proof demonstrating that purchases of at least 10,000 EUR have been made by a customer/s. It should include: <ul style="list-style-type: none"> ○ Official purchase order from the buyer including buyer invoice details (name, VAT, etc.) ○ Acceptance of invoice by the buyer AND/OR paid confirmation of the invoice (bank note)

1.3 Project scope

The following scope is the basis upon which a decision is made on whether the proposal is best suited to the Small Calls Mechanism of whether the annual open public call is more appropriate.

To meet the general fit of this Small Calls Mechanism, the applicants should comply with all the following points:

1. **Offer solutions** to key providers within the Urban Mobility Ecosystem such as city authorities, passenger transport operators, logistics and mobility providers, energy companies, police, and security services, etc.
2. Propose a product/service/solution **starting from a minimum of TRL7**.
3. Have an **existing track record** of product development, innovation and sales that **increase revenue and turnover** or be a spin-out of an entity that has this track record and commit to ongoing support and mentoring. If the backer is a university, then there must be multi-year commitment from the Research Translation/Commercial department.
4. Deliver the product/service/solution by no later than 31 December 2023 including the evidence for KPI EITHEO2.4.
5. Provide full usage and testing of the product/service/solution with **a live client** within the project implementation period.

1.3.1 Topics

The three challenge areas, Future Digital, Sustainable City Logistics and Mobility and Energy are outlined below. Additionally, a table below provides with examples of themes that may be addressed in the innovation Small Call pilot. This list is in no way exhaustive. Applicants are free to discuss any proposal with our local innovation team located in our five European Hubs.

Future Mobility

New services and disruptive technologies reshape the ways in which we live, work, and move. Public transport solutions that improve the reliability, accessibility, regularity and operations to enable mass transit adoption. This may include **digital** technologies such as **artificial intelligence, blockchain, 5G, and Internet of Things (IOT), big data analysis**, are and will shape all sectors and fields. In the field of mobility, these innovative technologies enable the creation and adoption of new services such as **mobility as a service (MaaS), shared micro-mobility services, autonomous driving, and urban air mobility**. The future of mobility is to optimise the use of resources while adapting the mobility supply to the continuously changing demand.

Sustainable City Logistics

Freight transport includes the **transport of goods**, from parcel delivery, delivery of building materials to construction sites, to domestic and commercial waste disposal. Cooperation between a wide range of partners and new vehicles, business models and technologies are needed.

Solutions include **new vehicles, procurement / purchasing models, consolidation solutions, hub services, production models, software solutions** for optimising freight, **solutions for managing loading/unloading** etc.

Mobility & Energy

Replacing internal combustion engines with **cleaner fuel-propulsion solutions** requires **new vehicle technologies, charging/refuelling supply** as well as generating **demand for the fuels**. This challenge requires new partnerships, new business models and new infrastructure.

The widescale adoption of electric vehicles in urban areas poses challenges relating to **appropriate charging infrastructure** for transport such as taxi, truck, small delivery vehicles, bus, boat, moped, e-bike as well as private cars. Alternative fuels to replace combustion include but are not limited to, hydrogen fuel-cell, battery electric vehicles, hydrogen combustion, biogas and battery energy storage for and for V2X technologies.

Table 1: Example of Themes for Small Call 2023

Future Mobility	Sustainable City Logistics	Mobility & Energy
Demonstration of new pan-European MaaS services, particularly on ones that integrate micro-mobility services and active mobility with public transport.	Increase freight intermodality with a focus on zero-emission last mile transport	Demonstration of smart grid/micro grid energy infrastructure for all types of vehicles of the future. Particular attention should be given to alternative energy including hydrogen, solar and biofuels.
Data spaces Solutions: Development and testing of, digital city models, data ecosystems, new cooperation models, new stakeholders.	Reduce last-mile freight transport volumes (from e-commerce), freight hubs, unmanned collection and drop-off points, collaboration with retail to reduce/ deal with	Implement and test charging of universal cable/cableless solutions for all mobility vehicles e.g., with multimodal interchanges or bus lanes/stops being example of early adoption sites.

Future Mobility	Sustainable City Logistics	Mobility & Energy
	returns, optimized delivery services, etc	
Launch of applications of connected and automated driving for all types of vehicles of the future	Application of data sharing solutions (between cities and logistic operators) to enable more efficient freight logistics, as well as collaborative logistic models.	Accelerate the use of solutions that speed up the decarbonisation of public transport. This could include the allocation of charging and refuelling stations that support transport authorities' purchasers and public transport operators.
Market introduction of highly automated driving systems towards SAE level 4 is expected. Software Defined Mobility such as Vehicle Operating systems and components/	Demonstration of innovative logistics measures in urban areas with specific challenges such as dense historic city centers and use of waterways	Implement innovative products/services that increase the use of zero-emission vehicles, showing a clear take-up of vehicles.
Demonstration of artificial intelligence in mobility management applications e.g., scenario predictions and applications Data protection management and cyber-security are key considerations	Reduce freight demand/ promote freight avoidance through for example waste management, local production, aggregate management, circular solutions, etc.	Innovative cooperation models and new business models for charging solutions to test new load balancing techniques, fast and slow charging solutions, and behavioural incentives (e.g., lower cost for lower power),
Creation of transport-on-demand services adapted to user needs enabling accessibility for low density areas and vulnerable users. Use of LTE telecom networks.	Accelerate the adaptation of real-time enforcement of freight demand and access restriction measures including digital cameras, ultra-low emission zone control monitoring and geofencing	Billing/ fintech solutions to service MaaS or new cross-border alternative fuel networks launched in Europe.
Demonstration of new digital tools / applications / solutions to manage use of urban spaces including road spaces and use of physical internet such as V2X	Brokerage services for gig economy & last mile deliveries. Attention to take-back/return logistics for ecommerce goods	Solutions or hardware products designed to radically diminish the mobility sectors dependence on Battery electric vehicles to attain net zero. This may be solutions that lower energy consumption, manage assets more efficiently to new battery types or materials, and hybridization.

1.4 Financial aspects

The total **maximum EIT funding** allocated to this call is **up to 595,000 €**. The amounts will be allocated to up to 10 projects (up to 59,500 € per project).

Each entity awardee will receive a total EIT contribution of the 70% of the total project budget, with a maximum amount of 59,500 € per project. Accordingly, all proposals must have a minimum co-funding rate of 30%. Co-funding above 30% will be positively assessed during the selection process.

Therefore, for example, for a proposal with a total budget of 70,000 EUR, the maximum EIT contribution to be received will be 49,000 EUR (70%), with a total co-funding of 21,000€ (30%).

The default finance model for the Innovation Small Calls pilot will be to provide a lump sum to beneficiaries. More information on the lump sum design and processes can be found in Annex 1 at the end of this document.

For information on the eligibility of costs of your project's budget, please refer to the document *Eligibility of expenditure* published on the Call webpage.

1.4.1 Contribution to EIT Urban Mobility Financial Sustainability

EIT Urban Mobility has developed a Financial Sustainability (FS) Strategy. This FS strategy aims to create a perpetual innovation fund that will sustain innovation beyond the predefined 14-year cycle of European Commission block grants. This financial independence will be based on a mix of both active earned income and passive investment revenue.

Accordingly, each applicant should have a credible commercialisation strategy for their own product/service/solution evidenced by a credible financial revenue forecast for their specific product/service/solution to be developed/improved during the project implementation. Applicants should also indicate how a small contribution towards achieving EIT Urban Mobility's financial sustainability could be made. This is often done via:

- Revenue share
- Fee per transaction
- Options of equity purchase might be also available upon internal evaluation by EIT Urban Mobility

For this Innovation Small Call, the initial proposed financial sustainability contribution will be revised during the negotiation phase (prior to the project start) and during the project implementation. It is mandatory for all applicants to sign a Commercial Agreement with EIT Urban Mobility before the end of the project. The Commercial Agreement will be monitored for a minimum of five years after the end of the project.

Additionally, sales enablement can be supported via the Innovation Advisory Service, during or after the commercial agreement negotiation

1.5 Support on proposal preparation

Recorded webinars and contact details are available to guarantee the maximum support to the applicants during the proposal's preparation process.

To help applicants with the preparation and submission of their proposals, EIT Urban Mobility will host one live Call Info Day. It will be focused on the call content, the challenges as well as on the submission and evaluation procedures and the financial aspects. Please find the calendar and the link to register in the table below:

Type of event	Topic covered	Date and time (CET)	Access to platform
Webinar	Call Info Day: Call calendar, evaluation, scope and challenges of the call, KPIs, EU registration numbers (PIC number), evaluation process, contribution to EIT Urban Mobility financial sustainability, end client role, tips to applicants	31 January	Zoom (Live) YouTube (Recording to be available after)
REGISTER AT EVENTBRITE			

In parallel to the call information sessions, all applicants may contact EIT Urban Mobility to resolve any concerns or doubts on the general/technical procedures and call content. These are the key contact details of the EIT Urban Mobility team for questions related to this call:

Type of contact	Email
Legal, Financial, Administrative and general procedures	pmo@eiturbanmobility.eu
Innovation area	taylor.sawyer@eiturbanmobility.eu

2 Evaluation and selection process

Once the applicants have submitted their proposals, the EIT Urban Mobility team will proceed to:

- Check specific call eligibility criteria of those proposals and, if successful:
- Initiate the evaluation of the content by external experts.

2.1 Eligibility and admissibility check

A proposal will be eligible if:

1. Completeness	The submitted proposal is completed, submitted in time by the applicant via the AwardForce submission tool, in English with all its mandatory sections.						
2. Applicant eligibility	Applicants respect the requirements defined in Section 1.1. and are fully registered in the EU Participant Portal (PIC number).						
3. Letter of support	The proposal includes a signed letter of support from the client that will use and test the developed product/service/solution.						
4. Co-funding rate	All proposals must have a minimum co-funding of 30%.						
5. KPIs addressed	<p>All proposals must identify and address the mandatory KPI.</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr style="background-color: #0056b3; color: white;"> <th>KPI Code</th> <th>KPI title</th> <th>Target</th> </tr> </thead> <tbody> <tr> <td>EITHE2.4</td> <td>Marketed Innovation</td> <td>1</td> </tr> </tbody> </table>	KPI Code	KPI title	Target	EITHE2.4	Marketed Innovation	1
KPI Code	KPI title	Target					
EITHE2.4	Marketed Innovation	1					
6. Mandatory deliverables	<p>All proposal must include the following mandatory deliverables:</p> <ul style="list-style-type: none"> • DEL 1: Commercial agreement • DEL 2: Final performance report • DEL 3: Report on KPIs 						

Proposals containing one or more ineligible elements will receive an official communication from EIT Urban Mobility setting out the outcome of the admissibility and eligibility check and explaining why the proposal failed to meet the criteria.

In case of missing or incorrect information linked to co-funding, KPI, mandatory deliverables, letter of support and partner registration, applicants will be awarded 5 calendar days from the official communication for the completion of the application. If the applicants respond positively to this requirement and within the time limit, the proposals will be sent to the next step of the evaluation process (see section 2 below).

The applicant of any proposal deemed inadmissible/ineligible who disputes the ineligibility decision, may appeal. This appeal must be made within 5 calendar days of the official EIT Urban Mobility notification of ineligibility (see document *Appeal procedure* published on the Call webpage).

2.2 Evaluation of proposals

The evaluation process has two phases: the Quality Evaluation and the Panel Hearing.

The Quality Evaluation has a maximum of 100 points weighted as 80% of the final score.

The Panel Hearing has a maximum of 20 points weighted at 20% of the final score.

Each evaluation phase is integrated by different groups of criteria and sub-criteria which will be assessed according to the following scores:

Score	Description	
0	<i>None</i>	The information requested is missing or incomplete
1	<i>Very poor</i>	The information provided is considered irrelevant or inadequate compared to the specific call provisions
2	<i>Poor</i>	The information provided lacks relevant quality and contains significant weaknesses, compared to the specific call provisions
3	<i>Fair</i>	The overall information provided is adequate, however, some aspects are unclearly or insufficiently detailed, compared to the specific call provisions
4	<i>Good</i>	The information provided is adequate with sufficiently outlined details, compared to the specific call provisions
5	<i>Excellent</i>	The information provided is outstanding in its details, clarity and coherence, compared to the specific call provisions

2.2.1 Quality Evaluation

The purpose of the evaluation is to assess the excellence, impact, implementation, and overall quality of each proposal that successfully passes the eligibility and admissibility check. The evaluation will be carried out by one **External Expert Evaluator and one internal evaluator**.

Strategic Fit (10 points)	Max. scoring
Strategic Fit	10 points
<ul style="list-style-type: none"> Aligned with general and specific Small Call requirements regarding the project objectives and scope (section 1.3) 	5 points
<ul style="list-style-type: none"> Aligned with the topic/s defined in the call (section 1.3) 	5 points

Excellence: novelty and innovation	Max Points
Coherence of the intervention logic	10 points
<ul style="list-style-type: none"> The proposal objectives are SMART (Specific, Measurable, Achievable, Realistic and Time Bound). 	5 points
<ul style="list-style-type: none"> The aim and the objectives of the proposals are clearly related to outcomes and results. 	5 points

<ul style="list-style-type: none"> The product/service/ solution developed will directly impact mobility services, solutions and product identified 	
Innovation potential/Thought leadership and results-focus	10 points
<ul style="list-style-type: none"> The proposal represents a step forward regarding current state-of-the-art innovation and all key solution elements are defined. 	5 points
<ul style="list-style-type: none"> The proposal demonstrates its need and relevance for the target user (public transport, utility, mobility providers, local government, police & security services, public infrastructure providers and maintainers...) 	5 points

Impact: social, economic, financial, and general sustainability (40 points)	Max. scoring
Ambition of the proposal and contribution to expected impact	20 points
<ul style="list-style-type: none"> The impact (social, economic, and environmental impact) of the proposal is clearly defined and is measurable at a quantitative level. The product has the potential for replication and scaling in other European contexts. 	5 points
<ul style="list-style-type: none"> The proposal provides a credible commercialisation and development strategy for the specific product/service/solution. This includes providing an outline of sales strategy and go-to-market approach to business acceleration and the preferred contribution mechanism to EIT Urban Mobility financial sustainability. 	15 points
Robustness of the test/validation tasks	10 points
<ul style="list-style-type: none"> The product/service/solution demonstration is specific and detailed. 	5 points
<ul style="list-style-type: none"> The proposal clearly describes the proper commitment and engagement of a end-client, aligned with the content of the letter/s of support provided. 	5 points
Effectiveness of the proposed measures to exploit and disseminate the proposal results (including IPR management), to communicate the proposal and to manage data, where relevant	10 points
<ul style="list-style-type: none"> The proposal defines clear plans for dissemination of the project activities and outcomes. 	5 points
<ul style="list-style-type: none"> The proposal defines clear measures for IPR management to manage commercialisation and exploitation of proposal results. 	5 points

Implementation: planning and sound financial management (30 Points)	Max. scoring
Coherence and effectiveness of the workplan, including appropriateness of the allocation of budget, tasks, and resources	15 points
<ul style="list-style-type: none"> The workplan is aligned to the achievement of objectives and KPIs expected and sufficiently defines deliverables, milestones, timeline and risks and mitigation to be considered for lump sum award 	10 points
<ul style="list-style-type: none"> The proposal provides supporting cost base details (salaries, taxes, hardware, software, travel and installations costs) from comparable past projects to qualify for lump sum. The costs identified in the proposed budget are reasonable and represent good value for money. 	5 points
Background of the applicant	10 points

<ul style="list-style-type: none"> Expertise of key staff to effectively manage the project (Bios and references of key staff [3 staff members minimum]). 	10 points
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The total scoring of 100 points is distributed as follows:

	Max score
Strategic Fit	<i>10 points</i>
Excellence	<i>25 points</i>
Impact	<i>40 points</i>
Implementation	<i>25 points</i>
Total points	<i>100 points</i>
Total weight	<i>80%</i>

The proposal will be ranked according to their scores. The top 15 proposal will be invited to the Panel hearing. In case of clustered or similar scoring in the first phase of the evaluation process, prioritization will be given according to the following order: Impact, Excellence, and Implementation.

All applicants will receive notification of their Quality Evaluation results in each of the four evaluation sections: Strategic Fit, Excellence, Impact, and Implementation.

Additionally, the top 15 proposals will also receive a list of no more than 6 questions/ issues for clarification in the panel hearing (see section 2.2.2 below). Applicants passing to the Panel Hearing will have a minimum of one week to prepare their pitch and the answers before the hearing.

2.2.2 Panel Hearing

The final portfolio selection will be done through a Panel Hearing with the EIT Urban Mobility Selection Committee. The EIT Urban Mobility Selection Committee will be composed of the **Innovation Thematic Director**, one **external expert evaluator** and one **business specialist** (from EIT Urban Mobility).

The hearings will be remote. Nonetheless, upon request, EIT Urban Mobility may make teleconference rooms available in one of the Innovation Hubs (Barcelona, Prague, Helmond, Munich, or Copenhagen).

The panel hearing should last no more than 15 minutes. The first 5 minutes will be a presentation pitch in which the applicant should cover the following points (1 per slide): the solution/product/service, the team and experience, and the timeline and implementation plans. The panel will ask specific follow-up questions on the general proposal and the answers given for 10 minutes.

The Selection Committee consider the following Panel Hearing Evaluation Criteria and will add 20 points to the final scoring obtained by each proposal in the Quality Evaluation phase. The total weight of the Portfolio Selection process represents 20% of the total scoring that a proposal will receive:

Pitch		Total scoring
Sections to be included in the pitch	Clarification questions	Up to 10 points (up to 5 points x2)
	<ul style="list-style-type: none"> a) Applicant provides credible responses to specific questions provided from the Quality Assessment Phase b) Credible explanation of on wider relevance of the product/service/solution to mobility sphere 	
	Excellence	Up to 5 points
	c) Clear repercussion of the product/service/ solution developed on the mobility sector and the scope of the topic selected	
	Impact	Up to 5 points
	d) Strong commercial strategy and route-to-impact and market modal	
Implementation	Up to 5 points	
e) Detailed relationship with end-user organization and resources allocated to cooperate on the proposal		
Total points		25 points
Total weight		20%

The minuted notes of the Panel Hearing will be provided to each of the 15 finalists to compliment the original first stage report.

2.3 Communication of results to applicants

All applicants will receive an email notification with the final evaluation results (Quality Evaluation + Pitch Panel Hearing Evaluation for those passing to the Selection Committee). If the proposal is pre-selected, the evaluation results may include a set of recommendations/conditions. The communication will set up a defined and non-negotiable deadline. The applicant of a pre-selected proposal under conditions will need to respond and update the proposal according to these conditions within the timeframe outlined in the communication.

If the applicant fails to comply with the provided conditions or does not respond by the time allocated, EIT Urban Mobility reserves the right to withdraw the conditional notification. In such a case, the next proposal on the portfolio list will be contacted following the ranking list defined after the Panel Hearings.

After this compliance check, the applicant will receive the final evaluation results.

2.4 Appeal on Evaluation Results

The applicant of a rejected proposal who disagrees with the decision may appeal only in the event where a quality evaluation report comment is in clear contradiction with the information provided in the proposal. In this case, the applicant will have 5 calendar days after receipt of the final evaluation results to submit an appeal to the Evaluation (see document *Appeal procedure* published on the Call webpage).

Annex I

The aim of the use of this lump sum funding is reducing administration and financial errors, as well as to simplify complex and time-consuming reporting, making the participation in the EIT Urban Mobility community more accessible.

Budget main features

All project proposals must provide a detailed cost estimation, which must be an approximation of the actual costs. The estimation provided must be:

- subject to the same eligibility rules as in actual costs grants, i.e. cost estimations can be included only if the same cost item/type of cost would be eligible in an actual cost grant
- detailed in terms of tasks: applicants must identify the budget assigned to each task and the expected ending date of the task.
- must be in line with normal practices
- must be reasonable/not excessive
- must be in line with and necessary for the activities proposed

Payments

Types of payments:

Prefinancing

Pre-financing rules for entities receiving lump-sums are the same as for the rest of the EIT UM regular grants.

The payment of pre-financing is done according to the budget distribution of the lump sum outlined in the approved project and to the type of entity.

	Prefinancing
<i>SME/Start-up</i>	Up to 20% of the total EIT UM contribution to be received
<i>Other types of entities</i>	No prefinancing

Final payment (payment of the balance)

It closes the financial aspects of the grant and takes place after the official closing of the project.

The remaining amount of the EIT UM contribution to be received by the beneficiary - Up to 80% of EIT UM contribution remaining to be received- will be paid according to the total amount of mandatory deliverables declared fully completed and approved by the EIT UM, as well as declared partially completed and approved or complement rejected. The project performance and percentage on KPIs achievement declared within the

mandatory deliverables 2 and 3 might affect the balance payment (i.e. application of the performance rate methodology to the balance payment).

Mandatory deliverables

To prove the successful implementation of the activity, and consequently to have the right to receive the EIT UM contribution according to its defined value, the following compulsory deliverables will have to be submitted and successfully approved by the EIT UM:

	Value assigned to deliverables regarding to total EIT UM contribution to be received
DEL 1: Commercial agreement	30% of the total EIT UM contribution
DEL 2: Final performance report ⁵	30% of the total EIT UM contribution
DEL 3: Report on KPIs	40% of the total EIT UM contribution
Total	

Reporting

Reporting periods and technical reporting follow to the rules and procedures established in section 6 and 7 of the *Project Implementation Handbook*, with the focus on successful completion and approval of the mandatory deliverables submitted by the partners.

If a mandatory deliverable cannot be completed for scientific-technical reasons, the applicant must ask for an amendment to the EIT UM to make it feasible, including the possibility to extend the project duration, if allowed by the EIT UM.

Before a lump sum mandatory deliverable is rejected as incomplete, the applicant is invited to respond to the observations of the EIT UM project officer/s.

If a mandatory deliverable is declared incomplete or needs to be improved, it will be rejected by the EIT UM, and the lump sum share concerned will be not paid at that point in time. Accordingly, the beneficiary will have to complete/improve the mandatory deliverable later and resubmit it at the end of any subsequent reporting period for its approval and subsequent payment.

If the rejection of the mandatory deliverable is confirmed, the total project budget (or the percentage) linked to it is not paid/refunded.

Assessment

⁵ Technical report on the action + proof on addressing the branding requirements established at the “EIT Urban Mobility 2023-2025 Brand Book” and “EIT Urban Mobility 2023-2025 Communication guidelines”.

EIT UM will assess the reports and the status of the mandatory deliverables at the end of the project (final reporting). For each mandatory deliverable submitted, EIT UM will assess and choose between ‘completed’, ‘partially completed’ and ‘not completed’. In case the EIT UM declares a mandatory deliverable as ‘partially completed’, the percentage of completion will be calculated according to the specific grant reduction methodologies established by the EIT UM:

DEL	Indicator	Weight (%)
DEL 1	<p>Financial Sustainability Mechanism (FSM)/Commercial Agreement</p> <ul style="list-style-type: none"> ○ Projects with the requirement to have a Commercial Agreement: <ul style="list-style-type: none"> ▪ Agreement is signed: no reduction. ▪ Agreement not signed: 30% reduction. ○ Projects with other FS mechanisms: <ul style="list-style-type: none"> ▪ Achieved: no reduction. ▪ Not achieved: 30% reduction. ▪ Partial achievement: reduction proportional to underachievement of targets. 	Up to 30%
DEL 2	<p>Deliverables and Outputs</p> <p>Factors to be considered: Achievement/not achievement of outputs, submission/no submission of deliverables, quality of deliverables.</p>	Up to 20%
	<p>Branding</p> <p>Factors to be considered: Please refer to Section 2 communication requirements and to documents “EIT Urban Mobility 2023-2025 Brand Book” and “EIT Urban Mobility 2023-2025 Communication guidelines”.</p>	Up to 10%
DEL 3	<p>KPIs</p> <ul style="list-style-type: none"> ○ EIT KPIs: 35% <ul style="list-style-type: none"> ▪ All KPIs achieved: no reduction. ▪ No KPIs achieved: 35% reduction. ▪ Some EIT KPIs achieved: reduction proportional to underachievement. ○ EIT Urban Mobility specific KPIs: 5%. <ul style="list-style-type: none"> ▪ All KPIs achieved: no reduction. ▪ No KPIs achieved: 5% reduction. ▪ Some EIT Urban Mobility specific KPIs achieved: reduction proportional to underachievement 	Up to 40%

The EIT UM will reject a mandatory deliverable when a significant or essential part of the information has not been provided or is not completed, and this has not been justified or accepted. If EIT UM intends to reject a mandatory deliverable, the beneficiary will have the opportunity to react to the observations of the EIT UM. In this case, the EIT UM will either send the beneficiary a request for additional information or reject the technical report and ask the beneficiary to justify the completion of the mandatory deliverable.