



Business Plan 2023 – 2025
Open Call for Proposals
Innovation programme - 2024
Call Manual

EIT Urban Mobility - Mobility for more liveable urban spaces

EIT Urban Mobility

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eiturbanmobility.eu

History of changes

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1.0	06.04.2023	Initial version

Any updates on this Call Manual, if any, are identified in the table above. Amended versions of the Call Manual are published on the EIT Urban Mobility website.

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Abbreviations

BP	Business Plan
CCAM	Connected, cooperative and automated mobility
CEO	Chief Executive Officer
CfP	Call for Proposals
CRL	Commercial Readiness Level
CCR	Credit register report
EEE	External Expert Evaluator
EV	Electric Vehicles
FSA	Financial Support Agreement
FS	Financial Sustainability
FSM	Financial Sustainability Mechanism
HFEV	Hydrogen fuel cell/electric vehicles
HDV	Heavy Duty vehicles
HE	Horizon Europe
IoT	Internet of Things
JIVE	Joint Initiative for hydrogen Vehicles across Europe
KIC	Knowledge and Innovation Community
KPIs	Key Performance Indicators
LCV	Light commercial vehicles
LTE	Long Term Evolution
MaaS	Mobility as a Service
MGA	Model Grant Agreement
MRE	Market Readiness Evaluation
RIS	Regional Innovation Scheme
SA	Strategic Agenda
SER	Summary Evaluation Report

SO	Strategic Objectives
TRL	Technology Readiness Level
V2I	Vehicle to infrastructure
V2V	Vehicle to Vehicle
V2X	Vehicle to Everything

Glossary

Lead Applicant	The principal application proposer that coordinates a bid and will operationally manage a winning proposal. Once awarded a Lead Applicant becomes the Project Leader.
Project Leader	<p>The Project Leader is the central contact point for EIT Urban Mobility from award to the end of the project implementation.</p> <p>The Project Leader represents the project and the consortium partners (the other partners participating in the project) towards EIT Urban Mobility.</p> <p>For mono-beneficiary grants, the mono-beneficiary (the single legal entity involved in the project) also has the Project Leader role.</p>
Call for Proposals	The Call for the Proposals is the instrument used to allocate funding by EIT Urban Mobility to third parties to support the deployment and development of the Strategic Agenda through projects. EIT Urban Mobility uses 3 different types of calls following the provisions included in the specific rules for EIT KIC actions in HE MGA Annex 5: (1) Regular Open Calls (2) Calls for partners (3) Permanently Open Calls/Permanently Open Calls for partners.
Call Manual	The Call Manual is the document where the terms, conditions, and criteria of any call for proposals are defined and stated according to the principles of transparency, equal treatment, open competition, and sound procedural management.
Deliverable	Deliverables are tangible or intangible good or service produced at a given moment during the project implementation. Deliverables chart the path to reach project objectives and could be a report, a document, a software product, a course, an event or any other building block of a project. The deliverables specified need to fully demonstrate the achievements of the activity and judicious use of public funds.
EIT KPIs	Set of Key Performance Indicators (KPIs) defined by the EIT that reflect the EIT operational objectives for education, entrepreneurship, and innovation. These KPIs are used to measure how effectively a KIC/project is meeting the objectives of the EIT.
Evaluation Process	Process by which EIT Urban Mobility, supported by external experts, examines the quality of a proposal to decide if it should be selected to receive EIT funding.
Evaluation Panel	Group of external expert evaluators (EEEs), usually 3 EEEs and 1 Rapporteur, with specific expertise in a specific area/topic of the Call, aiming to evaluate a set of eligible proposals submitted to a Call.
Horizon Europe Model Grant Agreement	The Horizon Europe Model Grant Agreement (HE MGA) sets out the rights and obligations and terms and conditions applicable to the grant awarded.

Knowledge triangle integration	EIT Urban Mobility aims to gather close-knit partnerships of European education, research and business entities (knowledge triangles) and also involves cities, either in the composition of the members of the projects or in the expected impact of the projects' results.
Milestone	Control points to chart progress. They may correspond to the completion of a key deliverable that allows the next phase of work to begin.
Ranking list	List of proposals in order of scoring after the Selection Committee assessment.
Selection Committee	The Selection Committee is responsible for the selection of shortlisted proposals and the definition of requirements for the inclusion of the selected proposals in the final EIT Urban Mobility's portfolio of projects. The Selection Committee is composed of members of the Executive Management Team, nominated by the CEO.
Summary Evaluation Report	A single and final Summary Evaluation Report (SER) per proposal is produced by the Rapporteur after the consensus/panel meetings. This document summarises the final score, the strengths, weaknesses, risks, and potential recommendations of a proposal.

Introduction

At EIT Urban Mobility, our mission is to accelerate change towards a sustainable mobility model for liveable urban spaces. In the current context of climate emergency, our objective is to support our community of innovators to develop solutions that help mitigate and adapt to climate change and, at the same time, are able to improve the quality of life of our cities, create jobs and strengthen the European mobility sector.

To this end, the primary emphasis of our Innovation Programme for 2023-25 is to radically advance commercially viable solutions/services/products that support this mission and those goals.

Since 2020, we have a growing portfolio of projects to support agile and collaborative mobility projects across Europe. We work with innovators in city administrations, research organisations and businesses, to strengthen the urban mobility ecosystem.

The focus of our 2024 Call is on three Challenge Areas: Sustainable City Logistics, Energy and Mobility, and Future Mobility. Whilst addressing these challenges, we seek proposals that tackle the most pressing issues facing public, private or hybrid mass transit providers. Nonetheless, we remain open to excellent proposals from other providers within the urban mobility arena.

In this Call, we align with the aims and objectives of the [Mission on Climate-Neutral and Smart Cities](#). The EU Mission challenges cities to accelerate their digital, energy and mobility transformations through urban mobility experimentation supporting the race to Net Zero. Moreover, we support active alignment with the [European Technology Platform - ALICE](#) in relation to the Sustainable City Logistics challenge area.

We look forward to broadening our partnership and our portfolio of entrepreneurial innovation projects.

Maria Tsavachidis

CEO

EIT Urban Mobility

1. Call summary

Call for Proposals Main Features	
Key dates of the Call calendar ¹	<ul style="list-style-type: none"> • Call opening: 6 April 2023 • Call closure: 7 June 2023 at 17:00 CET • Eligibility and admissibility check: June 2023 • External evaluation of proposals (1st stage): July-August 2023 • Invitations to hearings (2nd Stage): September 2023 • Hearings: October 2023 • Communication of results: October-November 2023 • Tentative start of the projects: 1 January 2024
Total estimated EIT Funding allocated to this Call	8M EUR
Link to the submission portal	<u>PLAZA platform</u> will be available as of 20 April 2023
List of documents to be submitted	<ul style="list-style-type: none"> • Application form available on the PLAZA platform, including Annexes (Business model canvas and Financial plan) • A declaration from the actual city/municipal government only if applicable (see section 5)
List of documents to take into consideration	<ul style="list-style-type: none"> • Call Manual • EIT Urban Mobility Strategic Agenda 2021-2027 • List of KPIs • Guidelines for Applicants • Financial Sustainability Guidelines • Eligibility of expenditure • Appeals procedure • Project Implementation Handbook • Financial Support Agreement (FSA) template • Horizon Europe Model Grant Agreement • Standard online application form (to be submitted in PLAZA) • Business model canvas template

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

	<ul style="list-style-type: none"> • Financial plan template
<p>Short summary of the topics to be addressed</p>	<ul style="list-style-type: none"> • Sustainable City Logistics: operational, shared or brokerage services, business modelling, technological innovations in urban logistics. • Energy and Mobility: the uptake of zero-emission and clean energy solutions that decarbonise urban transport provision. • Future Mobility: New digital devices or products capable of improving how we live, work, and move within cities.
<p>Evaluation criteria (1st stage)</p>	<p>For the <i>Strategic Fit evaluation:</i></p> <ul style="list-style-type: none"> • Contribution to EIT Urban Mobility Strategic Objectives • Aligned with the specific Call requirements under which the proposal was submitted. • Has the potential to achieve the expected outcomes and impacts <p>For the <i>full proposal evaluation:</i></p> <ul style="list-style-type: none"> • Excellence: novelty and innovation • Impact: social, economic, financial, and general sustainability • Quality and efficiency of the implementation, including sound financial management.
<p>Portfolio selection criteria (2nd stage)</p>	<ul style="list-style-type: none"> • Outcomes of the hearing, pitch and responses • Business intelligence, including applicants track record and viability • EU dimension • Portfolio fit, complementarity of the proposal and relevance of the partnership

2. General requirements

2.1 EIT Urban Mobility strategic focus and objectives

Proposals submitted to this Call must support EIT Urban Mobility's vision and mission and directly contribute to tackling our strategic objectives (SOs). Proposals need to demonstrate how the proposal will actively contribute, not solely align, to the **Strategic Agenda 2021-2027 (SA)**.

2.1.1 Vision and Mission

Our mission is to accelerate change towards sustainable mobility for liveable urban spaces. As the leading European innovation community for urban mobility, we facilitate collaboration between cities, industry, academia, research, and innovation. We develop and deploy solutions for the mobility of people and goods. All activities of EIT Urban Mobility serve the purpose of achieving three societal impact goals:

- Improve quality of life in cities;
- Mitigate and adapt to climate change;
- Create jobs and strengthen the European urban mobility sector.

Further details on the strategic focus of the Innovation Thematic Area are given in Section 3.

2.1.2 Strategic Objectives

Five strategic objectives (SOs), as set out in the Strategic Agenda 2021-2027, steer our activities and ambitions, and will lead us to achieve our mission:

- SO1 - Create liveable urban spaces,
- SO2 - Close the knowledge gap,
- SO3 - Deploy and scale green, safe, and inclusive mobility solutions for people and goods,
- SO4 - Accelerate market opportunities,
- SO5 - Promote effective policies and behavioural change.

The submitted proposals must be aligned with **SO3 - Deploy and scale green, safe, and inclusive mobility solutions for people and goods** and **SO4 – Accelerate market opportunities** as well as fit the scope set out in section 3 below.

2.2 Applicants' eligibility and membership

The EIT creates ecosystems. The KICs are anchored in regional and local communities via their co-location Innovation Hubs. The EIT links the knowledge triangle components of education, research, and businesses

with cities. Accordingly, EIT Urban Mobility currently brings together more than 300 partners from 33 countries from the four sectors.

2.2.1 Who can apply

This Call for Proposals is open to all legal entities established in Member States (MS) of the European Union (EU), and/or in [Third countries associated to Horizon Europe](#). These legal entities may be, for example, SMEs, universities, research & technology organisations, or large businesses.

This Call for Proposals follows the main rules and principles established by the EIT rules and EU general principles. All Call processes respect the principles of openness, transparency, equal treatment, and efficacy.

As a minimum requirement, all proposals must be composed of at **least three independent legal entities**² established in two different EU Member States and/or Third countries associated to Horizon Europe.

Specific cases

Entities established in the United Kingdom, and exceptionally entities established in Switzerland, are eligible to participate but at their own costs. These entities will not receive EIT funding.

Temporary eligibility requirements for Hungarian universities

Following the Council's Decision on measures for the protection of the Union budget against breaches of the principles of the rule of law in Hungary that entered into force on 15 December 2022, special participation and funding restrictions may affect Hungarian public interest trusts and their linked universities participating in any EIT UM Calls.

For further information and the list of affected entities, please refer to Annex I of the *Eligibility of Expenditure* document.

2.2.2 Membership

Implementing projects is a core activity of EIT Urban Mobility. Beyond this activity, the EIT UM community connects members and runs networking activities to design and plan strategic actions to drive impact and

² Two legal entities shall be regarded as independent of each other where neither is under the direct or indirect control of the other or under the same direct or indirect control as the other. Please refer to the entire definition in Article 8: https://ec.europa.eu/research/participants/data/ref/h2020/legal_basis/rules_participation/h2020-rules-participation_en.pdf

accelerate systemic change, including accelerating market adoption of innovative solutions into everyday city operations.

If an application is selected for funding, then applicants will be required to become part of the community and to choose one of the following membership categories when initiating their projects:

Gold members: pay an annual fee of 30,000 EUR and have full access to all benefit packages offered by EIT Urban Mobility.

Silver members: pay an annual fee of 10,000 EUR and have limited access to all benefit packages offered by EIT Urban Mobility. In the case of Small Enterprises and NGOs, a reduced annual fee of 5,000 EUR will be applied.

Cities are offered a special membership package:

Leading cities: with an annual fee of 10,000 EUR, they have full access to the gold membership package and the additional city-specific service.

Implementing projects is a core activity of the EIT Urban Mobility. Beyond this activity, the Community connects members and runs networking activities to design and plan strategic actions to accelerate market adoption of innovative solutions into everyday city operations.

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

2.3 Integration of RIS Applicants

EIT Urban Mobility fosters the integration of organisations from countries with moderate or emerging innovation scores, as defined by the [European Innovation Scoreboard](#), into the Innovation Programme. To this end, project consortia are encouraged to apply with organisations or countries that fall under the [Regional Innovation Scheme](#), hereinafter referred to as “RIS applicants”.

RIS applicants are granted with the following benefits:

- RIS Applicants may be eligible for a reduced co-funding rate of 20%.
- RIS Applicants receive additional dedicated support from the RIS Innovation Programme (invitations to events, promotion opportunities, dedicated training, direct links with EIT Urban Mobility RIS hubs, etc.).

Any entity from a RIS country may request to be categorised as a RIS applicant in the initial application process. However, given the limited RIS budget available, and to comply with the primary objectives of the RIS programme, EIT Urban Mobility prioritises RIS support through the following criteria:

- New entities from **underrepresented RIS countries** in the EIT Urban Mobility namely Estonia, Slovenia, Malta, Lithuania, Greece, Hungary, Croatia, Slovakia, Poland, Latvia, Bulgaria, and Romania.
- Entities from underrepresented RIS countries in the EIT Urban Mobility Innovation Portfolio that **have not already participated** and received EIT funding from Innovation Programme.
- New entities from the countries of Spain, Czech Republic, Italy, and Portugal that have not yet had and received EIT funding from Innovation Programme.

The RIS innovation budget will be allocated prior to the conditions clearing phase of pre-selected proposals. Proposals that have requested RIS innovation budget will then be notified. However, the limited RIS budget does not disqualify any applicant from full participation. Any RIS applicant that cannot be funded through the limited RIS budget will still be funded through the main Innovation budget. This will be funded according to the General Call conditions outlined, such as the 33% co-funding rate.

3. Call specific requirements

3.1 Strategic Focus

The overall purpose of the Innovation Programme is to resolve challenges facing European cities in improving citizens’ lives, by **bringing innovations to market**. We support projects that are close-to-market, capable of testing new solutions in real-life city demonstrations and that can attain commercial viability by the end of the project.

The EIT Urban Mobility Business Plan 2023-2025 defines nine Challenge Areas that stem from over 250+ urban mobility challenges identified by cities across Europe. For this Call, **three Challenge Areas** are prioritised:

- Sustainable City Logistics
- Mobility & Energy
- Future Mobility

Within these Challenge Areas, we **encourage the participation of public, private or hybrid mass transit providers to drive pan-European innovation**, testing and validating of new transport services and improved operations.

We also align with the **objectives of the [EU Mission on Climate-Neutral and Smart Cities](#)**. As such any of the **112 cities committed to Net Zero climate neutrality by 2030 are encouraged to apply**. Transport and mobility are one of the main sectors cities must address to reach climate neutrality. In alignment with the Cities Mission’s cross-sectoral and demand-led approach, we support cities to act to deliver on their commitments and action plans laid out in their Climate City Contracts.

3.2 Challenge Area

3.2.1 Sustainable City Logistics

Specific Challenge

The sustainable management of new and emerging logistics providers is a key priority. Rapid changes in logistics provision and customer habits such as the continued rise in the gig and just-in-time economy and first/last-mile deliveries pose specific challenges. In some cases, these changes are associated to increased urban air and noise pollution, higher levels of congestion, increased CO2 and particle emissions, and conflicts related to sharing public realm.

Multiple solutions are already being tested to address these issues. Solutions proposed include alternative fuels and electrification, new vehicle design (e.g., cargo bikes) for last-mile deliveries, smart loading and

unloading, and shared urban logistics hubs. Other emerging innovations, such as autonomous delivery, circular economy-solutions, reverse logistics, vehicle sharing or brokerage schemes between multiple businesses or intermodal networks are yet to find a successful business model or workable regulatory frameworks. In light of this, cities implementing new bylaws, regulation or issuing concessions to enable these innovations to expand are encouraged to apply.

There is also an opportunity to leverage existing transport infrastructure such as vehicles and stations to provide solutions to city logistics issues. Mass transit providers can facilitate the delivery of goods by offering final leg delivery, providing services to densely populated/historic areas. The establishment of consolidated multimodal hubs, providing aggregate storage or pickup facilities, or incorporation of freight rail services, may contribute to lasting solutions. Business diversification and development of new value customer propositions may improve efficiency and contribution to cities' net zero objectives.

With proper user engagement, technological innovation can overcome operational barriers, better use of available infrastructure and address behavioural change. Solutions may include better data analytics and predictive modelling for route optimisation and integration or brokerage of data systems. Artificial Intelligence, enhanced connectivity through the Internet of Things (IoT) and LTE connectivity, hardware improvements, cybersecurity and smart billing/contracts are key drivers of innovation in the logistics sector.

Expected outcomes & impacts

Proposals must lead to clear improvements in urban logistics through operational innovation, business modelling, technological advancement or incentivised behavioural change. The impacts should be reliable local logistics networks with sound business models and long-term financial sustainability. These outcomes will deliver healthier and safer environments, reduce greenhouse gas emissions and noise pollution without reducing ease of long-term-demand-delivery and innovation capacity within logistics.

Through this Call, EIT Urban Mobility will strengthen cooperation with [ALICE – Alliance for Logistics Innovation through Collaboration in Europe](#). Cooperation with key actors is essential to ensure progress from solid innovation demonstration to market available solutions.

Examples

Some examples of specific projects that can be addressed include:

- Data sharing solutions between cities, mass transit providers and logistics operators to enable more efficient operations and collaborative business models.
- Shared vehicle services between public and private service operators, including public transport.
- Enhanced solutions for collection and drop-off points connected to mass transit stations/interchanges.
- Efficient use of existing transport infrastructure, city assets and resources to deliver new or improved logistics services to citizens and companies.
- Demonstration of innovative logistics measures in urban areas with specific challenges such as high/low density areas, low emission zones, historic centres, or waterway usage.
- Circular freight solutions to reduce total traffic volume.

- Route optimisation that reduces emissions and noise pollution.
- Real-time enforcement methods and penalty collection processes to support city authorities.
- Innovative logistics solutions enabled by new city bylaws, regulations, or restricted concessions.

3.2.2 Mobility and Energy

Specific Challenge

The transport sector in Europe is over 90% fossil fuel dependent. The [European Green Deal](#) aims for at least a 90% reduction in transport emissions by 2050. A paradigm shift is needed to decarbonise our transport systems within this timeframe. In this regard, EIT Urban Mobility will invest in solutions that increase the take-up of zero-emissions and clean energy solutions.

The adoption of alternative fuels and electrification is a major driver in the urban mobility. Electric vehicles (EVs) remain popular as battery technologies advance and performance improves. However, charging infrastructure capable of supplying a wide variety of vehicles is a challenge. The integration of smart grid technologies with local generation and storage plays an important role in managing the EV energy demand/supply and maintaining a stable and reliable grid. The development of hydrogen supply chains, and the increasing availability of hydrogen fuel cell/electric vehicles (HFEV) has become a European Union innovation priority. Cooperation with fuel cell buses programmes such as 3EMOTION, JIVE and JIVE2 are encouraged. The [EU's hydrogen strategy and REPowerEU plan](#), in place since 2020, create a new innovation and investment impetus to alternative fuel vehicles and infrastructure. Tax incentives and subsidies are creating opportunities for innovative solutions and business models to ensure that the goals of the Green Deal are met.

New technological solutions can result in profitable business cases that lower operating cost, fuel consumption, maintenance costs, and drive efficiency.

Expected outcomes & impacts

Proposals must lead to increased use of cleaner vehicles in at least two European cities with high replication potential to scale in a wider European context. Alignment is expected with national and European policy on alternative fuels. The expected impacts are new products, components, and improved functionality, ensuring a reduction in greenhouse gas emissions, increased quality of life in urban areas and better integration of mobility in energy districts, grids, and micro-grids.

Examples

Some examples of specific projects that can be addressed include:

- Innovative cooperation models and set-ups for the allocation of charging and refuelling stations for different types of vehicles: eBuses/Heavy Duty vehicles (HDV) charging hubs etc.,
- Shared charging facilities for light commercial vehicles (LCV); access to company/private parking lots in off-peak hours, etc.
- Vehicle technologies (V2V, V2I, V2X) solutions for green city fleets.

- Engineering components and technologies to accelerate hydrogen adoption including performance monitoring, fuel cell stacks, tanks, and compressors.
- New solutions for local energy generation and storage, e.g., use of traction residual energy.
- Innovative charging solutions that can reduce investment and build costs. This would include “sweating” existing assets and/or integrating charging solutions better into public realm.
- Design and improve conductive or inductive, dynamic, or static charging technologies or battery redesign or swapping.
- Hardware or operational enhancement to zero-emission vehicles (train, bus, tram, inland or near-shore ferries) for use for mass passenger transport.
- Financially viable business models and solutions for purchase of green vehicles/charging infrastructure considering city characteristics, weather, depot facilities.
- Solutions for maintenance, asset management, and infrastructure upgrade for cities and public transport operators to own and operate a green vehicle fleet.

NB: Feasibility or comparability studies are not eligible for funding.

3.2.3 Future Mobility

Specific Challenge

Technology adoption impacts how we live, work, and move. The mobility sector has a comparatively lengthy innovation cycle in comparison to rapid innovation cycles in digital technology. Nonetheless this innovation offers opportunities to develop new mobility business and financial solutions, as well as more responsive transport services.

As such, digital technologies are key enablers of new mobility services. One example of this is connected, cooperative and automated mobility (CCAM) for waterborne, airborne, or surface transport via private or public vehicles. Technologies enabling connected and autonomous vehicles allow for more efficient routing and improved traffic flow, relying on LTE connectivity and Artificial Intelligence (AI). AI can support the planning of complex multi-modal set-ups, assist in operational tasks such as predictive maintenance, optimise pricing and improve user experience, reliability, accessibility and availability.

The integration of public and private mobility services into a single app-based seamless service, Mobility as a Service (MaaS), remains a challenge. Functioning MaaS in single cities remains complex, whilst an optimal pan-European MaaS services framework requires common billing, ticketing, quality standards and data and process models to ensure interoperability between heterogeneous systems. Financial models are required to be built across stakeholder networks.

All these technological trends are impacting the planning, design and operation of public transport, creating a competitive environment for operators. For this Call, EIT Urban Mobility supports mass transit providers aiming to adapt and innovate their services. This may include new public-private partnerships to create shared services, complementary to the existing public transport network. In all instances, proposals should take into consideration existing barriers for mass transit providers related to public procurement, regulation, financial services or infrastructure requirements.

Expected outcomes & impacts

Proposals must lead to the development, testing and implementation of new digital mobility services and business models. The solutions, products and applications implemented must be replicable and scalable across Europe. The expected impacts are improved, seamless mobility services for citizens, higher levels of accessibility, improved management and operation of existing services and vehicles.

Examples

Some examples of specific projects that can be addressed include:

- Deployment of applications, components, and software for connected cooperative and automated mobility in any vehicle type.
- Application of Artificial Intelligence to improve real-time mobility management, operations, and customer experience.
- Digital solutions for enhanced data and traffic management that support pricing, billing, road safety, and the implementation of Low and Ultra Low Emission Zones.
- Design and implementation of MaaS solutions that provide integration and provisioning between existing city platforms.
- MaaS solutions that integrate public transport with private transport modes and make use of existing infrastructure such as parking, charging, interchanges etc.
- New back or front office applications to ensure the success of key policy initiatives such as Ultra Low-Emission Zones, NetZero Cities, regulation of micro-mobility and 15-Minute cities.

NB: Feasibility or comparability studies are not eligible for funding.

3.3 Technology Readiness Level

Proposals should have a **minimum Technology Readiness Level (TRL) of 7**.

Within this scale, the starting point of an EIT Urban Mobility project should be a demonstration system operating at pre-commercial scale (TRL7) which can then be validated as a first-in-kind commercial system (TRL8) during the project demos and lead to full commercial application (TRL9).

3.4 Key Performance indicators (KPIs)

3.4.1 Mandatory KPIs

The table below outlines the minimum contribution to the listed mandatory KPIs for a proposal to be eligible.

KPI Code	KPI description	Minimum Target expected
EITHE02.4 / EITHE2.5-EITRIS	Marketed Innovations / EIT RIS Marketed Innovation (EIT core)	1
KSN02	Demonstrations/ pilots/ living labs within a project that actively involve citizens and/or local associations (EIT Urban Mobility specific)	2

3.4.2 Additional KPIs

In addition to the mandatory KPIs, proposals are expected to contribute to other KPIs. This will be positively assessed during the evaluation, in particular contributions to KPI EITHE04.4/4.5-EIT RIS Startup created (see section 5.2.2).

KPI Code	KPI description
EITHE04.4/4.5-EIT RIS	Startup created of/for innovation / EIT RIS Startup created of/for innovation (EIT core)
KONHE06	# Outreach events in EIT RIS countries
KONHE20	Designed/Tested Innovations
KONHE30	Intellectual property rights
KSN01	# Innovation pilot scaling

Please refer to the detailed definition of these KPIs in the *List of KPIs* document published on the Call webpage.

3.5 Project duration

This Call is open to proposals of **up to 12 months** (tentative start date: 1 January 2024). All outputs and KPIs should be achieved within the project lifecycle and no later than 31 December 2024.

If additional time were required to achieve its KPIs, the Project Leader may request a no-cost extension to EIT Urban Mobility. If the extension is approved, the project will continue to enable KPI to be attained. This extension may not extend beyond **18 months from the project start date**.

3.6 Financial aspects

3.6.1 EIT funding allocation

The **estimated EIT funding** allocated to this Call is 8M EUR, including 1M EUR for RIS applicants. The amounts will be allocated according to estimations outlined in the table below:

Challenge Area	Indicative EIT funding allocated	Indicative number of projects to be funded	EIT funding per project
Sustainable City Logistics	2.5M EUR	5-6 projects	400K-500K EUR
Mobility & Energy	3M EUR	5 - 6 projects	500-600K EUR
Future Mobility	2.5M EUR	6 -7 projects	350K-400K EUR
TOTAL indicative	8M EUR	15-18 projects	

The EIT funding indicated in the table above includes the RIS budget.

All consortia partners should have a justifiable core role with appropriate budget to perform their defined activities. Performative participation in projects or inclusion of partners without justifiable intrinsic value who are not demonstrably essential to project outcomes, will be questioned during the evaluation and portfolio selection.

3.6.2 Co-funding rate

All proposals must have a minimum co-funding rate of 33% across the project. Partners in a consortium may have different co-funding rates as long **as the overall project co-fund meets** the required 33% minimum.

NB: This 33% overall rate may exclude those RIS applicants that are granted RIS funded. Those applicants have a minimum individual co-funding rate of 20% (see section 2.3) and this should be specifically outlined.

Any co-funding rate above 33% will be positively assessed during the Panel Hearing.

3.6.3 Eligibility of expenditure

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.

3.6.4 Financial sustainability

To enable the KIC to become financially independent from European Union funding, a Financial Sustainability (FS) Strategy has been developed. This FS strategy is based on a mix of both active earned income and passive investment revenue. These revenue streams will be complemented by financial contributions coming from projects funded by EIT Urban Mobility.

In this call, each proposal must identify **a commercial partner/s with a credible commercialisation strategy**. The proposal’s contribution towards achieving EIT Urban Mobility’s financial sustainability will be discussed with the proposed commercial partner/s according to the following typologies:

Type of commercial partner	Proposed financial sustainability mechanism
a. General commercial partner that does not fall into any of the categories below (b or c)	The FSM will be a fixed fee and variable fee calculated on success based on a Commercial Readiness Level (CRL) assessment and the company size.
b. EIT Urban Mobility equity portfolio company benefiting from previous KIC investment	Equity to be agreed with EIT urban Mobility Impact Ventures.
c. New company/ Spin-off created as a result of the project	The company set-up will go through a Market Readiness Evaluation (MRE) Programme during the project implementation. The results will be reviewed and assessed internally by the EIT Urban Mobility before accepting the equity share as a mechanism of contribution. If an equity share offer is not valid then an alternative financial contribution will be agreed.

At first stage submission, **all proposals must complete the commercial partner identification** tab in PLAZA.

If proposals proceed to the second stage evaluation (panel hearing), **commercial partners must submit the last audited financial statements**. This should include the P&L, Balance Sheet and the Notes and Central Credit Register report. This financial clearing exercise (see further details in section 5.3) addresses an evident weakness in innovation programme that has undermined the commercial and social impact of investments. The financial clearing must be completed before the Panel Hearings.

Finally, post-Hearing each **proposals selected will go into a condition clearing phase**. Depending on its typology (a, b or c), the clearing phase will follow different approach:

- **General commercial partner (type a):** The company will have to provide additional information and go through a Commercial Readiness Level assessment. Based on that assessment, an equitable Commercial Agreement made up of **fixed** and **variable conditions** will be proposed with **obligations on EIT Urban Mobility** and **the Consortia** (except Cities) as well the Commercialising Partner.

- **Equity portfolio company (type b):** The commercialising partner will have existing relationship and account manager within the Impact Venture team of EIT Urban Mobility. An agreement on equity will be negotiated reflective of acceleration value of the project partnership and innovation support. The innovation team will be informed of the resultant agreement.
- **New company/spin-out (type c):** Commercial partners responsible for the creation of the new company/spin out will become part of the MRE programme. During the project implementation they will agree on set timelines, milestones and costs. There remains an option for the New Company to be formally brought into the consortia via amendment in June 2024.

All commercial partners (a, b or c) of pre-selected proposals will have to sign a Commercial Agreement with EIT Urban Mobility outlining the details of the financial contribution.

The entire consortia, except the cities, must ensure the commercial approach is both viable and credible. **To ensure common FSM responsibility is assumed in the initial project conception and design, the CA must be signed prior to the signature of the Financial Support Agreement and/or acceptance of the FSA annex related to the pre-awarded proposal in Q1 2024.**

Details of the FSM approach and ongoing support will be handled throughout the course of the call process from April to December 2023. **Helpdesk support and one-2-one support will be offered in proposal design phase. The Commercial Agreement signed by Q1 2024 will only enter into vigour upon signature of the FSA and release of the prefinancing.** Once the CA enters into vigour only the Commercialising Partner will assume the FSM role.

Please note additional details of the financial sustainability model may still be subject to minor modifications over the course of 2023.

3.7 Project monitoring and reporting

3.7.1 Specific monitoring requirements for Innovation projects

EIT Urban Mobility will manage all projects according to the general rules and procedures outlined in the EIT Urban Mobility Project Implementation Handbook. This document, available as part of this Call Package, may be updated in late 2023 or early 2024, although no major changes are expected.

In addition to the general rules and procedures, the Innovation Programme emphasises **on-site visits to test labs and city demonstrations**. Interviews will be conducted with project users and end beneficiaries to **assess the overall value and impact**. This monitoring may include videos and demonstrations defined as support for Outputs or Deliverables.

Project Leaders must ensure **that test sites and city sites** plan for a **quality demonstrations** and full access to core applications and hardware in-situ. This may include provision of administrative access to test functionalities and usability of solutions, as well as priority access to physical sites and equipment. All digital solutions must have a minimum level of real/mock data to allow solution functionalities to be tested. This

may include, but is not limited to, admin/user profiles, GIS maps, timetables, workflow, code booking/payment systems, images, and rules base etc.

In relation to site visits, the Innovation Team member may be accompanied by representatives from other EIT Urban Mobility departments and/or external experts.

Finally, for all innovation projects, a formal procedure for post-funding monitoring of minimum five years of an innovation project will be set to follow an impact to be generated by the project's outputs (new products/services contributing to the EIT Urban Mobility strategic objectives).

3.7.2 Deliverables

The EIT Urban Mobility Innovation Programme follows a results-based management of the portfolio, focusing on performance and achievement of results outputs, KPIs and impact. Therefore, consortia should limit the number of deliverables included in the proposal. Deliverables should be directly linked to product development, commercial exploitation, company creation (if applicable) and expected impact.

In response to this focus, **each proposal must include the following mandatory deliverables** with the following due dates:

- A **Commercialisation Agreement** signed by the commercial partner/s. Due date: Prior to the signature of the Financial Support Agreement and or acceptance of the annex related to the awarded proposal (Q1 2024).
- A **Product Plan** for each Marketed Innovation (related to KPI EITHE02.4 / EITHE2.5-EITRIS) to be developed within the project. Due date: 31 May 2024.
- If applicable, a **Business Plan** for each startup to be created (related to KPI EITHE04.4/4.5-EIT RIS). Due date: 31 May 2024.
- A **Demonstration Report** covering all demonstrations held during the project implementation (related to KPI KSN02). Due date: 31 December 2024.

One or two additional added-value deliverables can be added to the proposal, as per guidance.

Additionally, internal documentation and technical reports should be produced by the consortium for project use. However, these documents should not be listed in the proposal. In case of a failure to deliver on project outcomes or delays, these project internal documents may be provided as supporting or mitigating evidence to EIT Urban Mobility.

4. General proposal preparation and submission

4.1 Support on proposal preparation

A document on *Guidelines for Applicants*, recorded webinars and contact details are available to guarantee the maximum support to applicants during the proposal preparation process.

Guidelines for Applicants

EIT Urban Mobility has developed the *Guidelines for Applicants* document with the aim of assisting all potential applicants during the proposal preparation and submission processes. The *Guidelines for Applicants* document is published on the Call webpage and provides a full set of information and instructions to prepare and submit a proposal to this Call.

Call information sessions

To help applicants with the preparation and submission of their proposals, EIT Urban Mobility will host information sessions after the publication of the Call. These online information events will be focused on the Call content, the challenges, and requirements, as well as on the general procedures, such as the submission and evaluation process, the financial aspects and the monitoring and reporting activities. A series of online matchmaking opportunities to support consortia building are also foreseen.

Please find details below. To register for the webinars, please visit the following website: <https://eit-urban-mobility-innovation-days2023.b2match.io/>

Type of event	Topic covered	Date and time (CET)	Access to platform
Webinar	EIT Urban Mobility Innovation Days – Innovation Call 2024 Information session Introduction to the Call, strategic focus, scope and Call requirements, and evaluation process.	17 April 2023, 9.30 - 10.30 CET	Zoom via B2Match
Webinar	Innovation Day: Meet the cities. The event will showcase the priorities and interests of several cities, including those who are part of the EU Mission on Climate-neutral and Smart Cities .	17 April 2023, 11.00 - 12.30 CET	Zoom via B2Match

Webinar	Innovation Day: Sustainable City Logistics Interactive session on the Call topic, pitches and matchmaking opportunities.	18 April 2023, 10:00 – 11:30 CET	Zoom via B2Match
Webinar	Innovation Day: Mobility & Energy Interactive session on the Call topic, pitches, and matchmaking opportunities.	18 April 2023, 14:30 - 16:00 CET	Zoom via B2Match
Webinar	Innovation Day: Future Mobility Interactive session on the Call topic, pitches, and matchmaking opportunities.	19 April 2023, 10:00 – 11:30 CET	Zoom via B2Match
Webinar	Innovation Day: Commercialisation and financial sustainability Information session on how proposal should address commercialisation and the project’s contribution to EIT Urban Mobility Financial Sustainability.	19 April 2023, 14.30 - 15.30 CET	Zoom via B2Match
Webinar	Innovation Day: Guidelines to applicants Hands-on demonstration of PLAZA submission tool. This covers registration, proposal creation, budget set up and submission.	20 April 2023, 9.30 - 10.30 CET	Zoom via B2Match
Webinar	Innovation Day: Proposal writing workshop Practical session on recommendations and tips to write a winning proposal.	20 April 2023, 11.00 - 12.00 CET	Zoom via B2Match

Call contact points

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	Team	Email
For legal, financial and administrative procedures, including questions about PLAZA submission tool	Programme Management Office (PMO)	pmo@eiturbanmobility.eu
For content, topic-related related questions	Innovation Team	innovationcall2024@eiturbanmobility.eu

4.2 Proposal submission

4.2.1 How and when to apply

Before starting a proposal, all applicants (Project Leader and consortium partners) must register on the following two platforms:

- [The EU Funding & tender opportunities portal](#) in order to obtain the 9-digit Participant Identification Code (PIC number). If the participant already has a PIC number, there is no need to register again.
- The [EIT Urban Mobility PLAZA tool](#).

The following documentation must be submitted by the Project Leaders through the [PLAZA e-submission platform](#) no later than **7 June 2023 (Final deadline of the Call) at 17:00 CET**.

- Application Form (**mandatory**)
- Annexes to the application form (**mandatory**): Business model canvas (see template), financial plan on the project's expected business impact (see template)
- Annexes to the application form (**optional**): city declaration (if applicable), project Gantt chart.

Please carefully read the registration and submission processes. It is outlined in the *Guidelines for Applicants* document. Be aware that the registration of a new entity in PLAZA can take 1-2 working days. Therefore, ensure that **all project partners** are correctly registered in PLAZA a few days before the deadline.

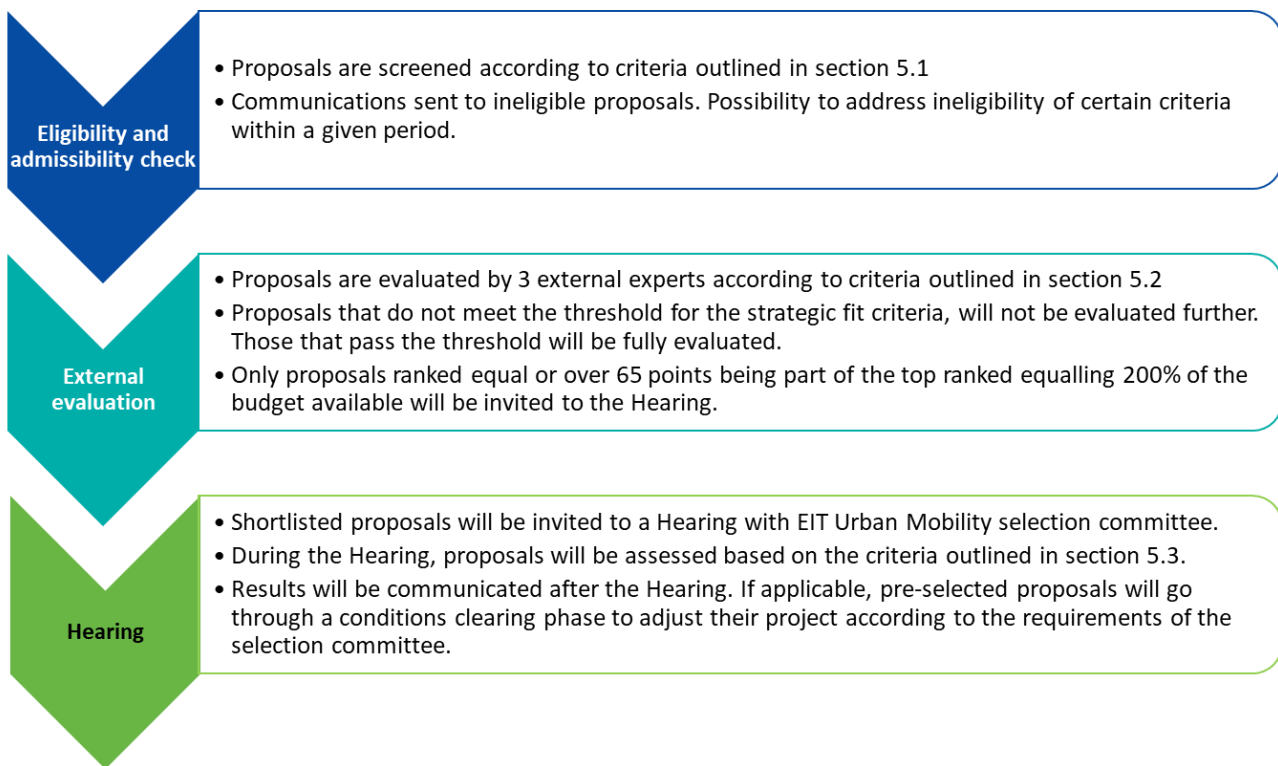
Any proposals submitted after the set deadline will be ineligible.

5. Evaluation and selection process

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

- Check eligibility and admissibility of those proposals and, if successful,
- Initiate the evaluation of the content by external experts.

Proposals that pass the minimum threshold set for the external evaluation stage will be invited to a Hearing for a final portfolio selection.



5.1 Eligibility and admissibility check

A proposal will be eligible if:

1. Completeness	The submitted proposal is completed, submitted on time by the Project Leader via the PLAZA submission tool, in English, and with all its mandatory sections and annexes.
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<p>2. Applicants registration</p>	<p>Applicants respect the requirements defined in Section 2.2 and are fully registered in both the EU Participant Portal (PIC number) and in the PLAZA submission tool.</p> <p>NB: The lack of any information within the Partner Information Form in PLAZA by one or more applicants, may result in the complete ineligibility of the project.</p>
<p>3. Consortium composition</p>	<p>The consortium shall be composed of at least three independent entities from two different countries from EU Members States or Third countries associated to Horizon Europe.</p> <p>NB: entities from Switzerland and UK are eligible to participate but they will not receive EIT funding.</p> <p>The consortium composition, including any RIS applicant, must be in line with the following requirements:</p> <ul style="list-style-type: none"> • SME: a minimum of one SME³ is involved in the proposal. • Commercialisation Partner: one partner of the consortia is identified as the lead commercialisation applicant and is responsible for the Financial Sustainability Mechanism (FSM). The SME may be the commercialisation applicant. • Demo hosts: Two partners, from different eligible countries, are identified as the pilot hosts where the proposed solution will be demonstrated (linked to KPI: KSN02). Demo hosts are either: <ol style="list-style-type: none"> a) A city/municipal government; or, b) An entity with direct links with a city/municipal government (e.g. public transport company, a living lab formally linked to the city, or a development agency funded directly by the city); * or, c) A private company with an existing concession for a mobility service from a city/municipal government. The contractual agreement must be valid until at least 31 December 2025) <p style="margin-left: 40px;">**</p> <p>*In case of new entities with direct links with a city/municipal government not previously validated in PLAZA as an Affiliated Entity, a declaration from the actual city/municipal government must be uploaded together with the application.</p>

³ SME definition according to the EC: https://single-market-economy.ec.europa.eu/smes/sme-definition_en

	** In case of private companies with an existing concession, a declaration from the actual city/municipal government must be uploaded together with the application. This declaration should also indicate the duration of the concession.									
4. Co-funding rate	All proposals must have a minimum co-funding rate of 33% across the project. This excludes those applicants that can qualify for RIS funding. Those applicants have a minimum individual co-funding rate of 20%.									
5. KPIs addressed	All proposals must identify and address the minimum mandatory related KPIs: <table border="1" data-bbox="565 667 1328 865"> <thead> <tr> <th>KPI Code</th> <th>KPI title</th> <th>Target</th> </tr> </thead> <tbody> <tr> <td>EITHE02.4 / EITHE2.5-EITRIS</td> <td>Marketed innovations</td> <td>1</td> </tr> <tr> <td>KSN02</td> <td>Demo / pilots / living labs</td> <td>2</td> </tr> </tbody> </table>	KPI Code	KPI title	Target	EITHE02.4 / EITHE2.5-EITRIS	Marketed innovations	1	KSN02	Demo / pilots / living labs	2
KPI Code	KPI title	Target								
EITHE02.4 / EITHE2.5-EITRIS	Marketed innovations	1								
KSN02	Demo / pilots / living labs	2								

Failing any of these criteria above will make a proposal ineligible.

Lead Applicants from proposals failing to meet one or more eligibility criteria will receive an official communication from EIT Urban Mobility. This communication will set out the outcome of the failed eligibility check with reference to relevant criteria.

In case of missing or incorrect information linked to co-funding, KPI, partner registration and declaration, applicants will be awarded 5 calendar days from the official communication for the completion of the application. If the applicant responds and provides adequate details within the time limit, the proposals will proceed to evaluation. (See section 5.2 below).

If the applicants fail to respond with adequate details or miss the deadline, the proposals will remain ineligible and will not be processed further. In the case where one single consortium partner is ineligible, this partner will step down. EIT Urban Mobility will then check if the proposal is still eligible or not. The Lead Applicant will be informed accordingly.

The Lead Applicant of any proposal deemed inadmissible/ineligible may dispute the ineligibility decision. An 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).

5.2 Stage 1 - External evaluation of proposals

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.

This individual evaluation process will consist of the **strategic fit evaluation** (first qualifying phase) and the **full evaluation** (second qualifying evaluation phase) carried out by **three independent external expert evaluators**.

Each evaluation phase is comprised of 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

5.2.1 Strategic Fit Evaluation

The strategic fit evaluation will be focused on the fit of the proposal idea to the Call topic in which the proposal has been submitted, as well as on the main challenges and KPIs reflected in the EIT Urban Mobility Strategic Agenda. Only proposals successfully passing the strategic fit evaluation will pass to the full proposal evaluation.

In line with the provisions set out in the Call, the evaluation criteria defining the strategic fit will be evaluated first and independently from the full evaluation performed by the external evaluators.

The strategic fit evaluation will consist of 3 questions with a total score of 15 points.

Strategic fit evaluation criteria	Max. scoring
<ul style="list-style-type: none"> The proposal contributes to the EIT Urban Mobility Strategic Objectives, see Section 2.1.2. 	5 points
<ul style="list-style-type: none"> The proposal is aligned with the Call specific requirements as indicated in Section 3.2. 	5 points
<ul style="list-style-type: none"> The proposal shows potential to achieve the Call's expected outcomes, KPIs and impacts as indicated in Section 3.2 	5 points

The threshold for the strategic fit is 3 points in each sub-criterion. Accordingly, the following procedure applies:

- If a proposal receives a lower score than 3 points in any of the three strategic fit evaluation criteria, the proposal will not be further evaluated within the sections comprising the full proposal evaluation (Excellence, Impact, and Implementation).
- If a proposal receives at least 3 points in all parts of the strategic fit evaluation, then it will pass to the full proposal evaluation.

The score from the “strategic fit” criteria will be carried forward for inclusion in the final evaluation score.

5.2.2 Full Evaluation

If the proposal passes the strategic fit evaluation, the proposal will continue to the full proposal evaluation stage. The full evaluation is the final step of the evaluation process. It consists of assessing the excellence, impact, implementation, and overall quality of the proposals that passed the strategic fit evaluation.

Three External Expert Evaluators (EEEs) will be invited to evaluate the proposals and produce a Summary Evaluation Report (SER) per proposal assessed. The result of each SER will be sent to the Selection Committee.

The proposals are evaluated and scored against the criteria listed below:

Excellence: novelty and innovation	Max. scoring
Coherence of the intervention logic	5 points
<ul style="list-style-type: none"> • The proposal objectives are SMART (Specific, Measurable, Achievable, Realistic and Time Bound) and related to concrete outcomes and results. 	5 points
Innovation potential	15 points
<ul style="list-style-type: none"> • The proposal represents a step forward regarding current state-of-the-art innovation. 	5 points
<ul style="list-style-type: none"> • The proposal demonstrates its need and relevance for society, target group or market. 	5 points
<ul style="list-style-type: none"> • The product/service/solution and their sub-elements are defined and are realistic according to timeframe and budget of the proposal. 	5 points
Technology Readiness Level (TRL)	5 points
<ul style="list-style-type: none"> • The proposal demonstrates a TRL7 or above and has a clear strategy for reaching TRL9 by the project end date. 	5 points

Impact: social, economic, financial, and general sustainability	Max. scoring
Ambition of the proposal and contribution to expected impact	15 points

<ul style="list-style-type: none"> The proposal's expected outcomes and impacts are measurable at a quantitative and a qualitative level. Social, economic, and environmental impacts are clearly outlined. 	5 points
<ul style="list-style-type: none"> The proposal goes beyond the minimum KPI requirements. The KPIs are aligned with the proposed outcomes and impacts. The proposal includes the EIT Core KPI EITHE04.4/4.5-EIT RIS, supported by a robust and credible plan to create a start-up as a result of the innovation project. 	5 points
<ul style="list-style-type: none"> The proposal supports gender equality and promotes wider diversity and inclusiveness in the mobility sector. 	5 points
Impact of city demonstrations	5 points
<ul style="list-style-type: none"> The city demonstrations or living labs are tangible and comparable and demonstrate future scalability and transferability. 	5 points
Exploitation, dissemination, commercial strategy and financial plan	15 points
<ul style="list-style-type: none"> The proposal identifies any existing or future IP (Intellectual Property) and describes how IPR will be managed to commercial exploitation. 	5 points
<ul style="list-style-type: none"> The proposal includes a robust business model and credible commercial strategy for the product/service/solutions to be developed. The communication plan is in line with the outlined commercial strategy. 	5 points
<ul style="list-style-type: none"> The proposal presents a credible financial plan, underpinned by realistic sales forecasts. 	5 points

Implementation: planning and sound financial management	Max. scoring
Coherence and effectiveness of the workplan, including appropriateness of the allocation of budget, tasks, and resources	10 points
<ul style="list-style-type: none"> The workplan, including the identified deliverables and milestones, is aligned with the proposed objectives, KPIs and expected outcomes. 	5 points
<ul style="list-style-type: none"> The budget is clearly outlined and justified. Budget distribution reflects the division of roles and responsibilities amongst partners. The budget reflects value for money. 	5 points
Appropriateness of the management structures and procedures, including quality management and risk management	10 points
<ul style="list-style-type: none"> The proposal provides effective and professional management structures to attain the defined outcomes. 	5 points
<ul style="list-style-type: none"> A clear risk and mitigation plan is provided. 	5 points
Relevance of the Consortium	5 points

<ul style="list-style-type: none"> • All the partners have the right skills and expertise to carry out the workplan. • The partners have differentiated, clear and specific roles. 	5 points
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The full proposal evaluation will consider both the initial strategic fit score (15), as well as the external evaluation three criteria scores. The total scoring of 100 points is distributed as follows:

	Max score
Strategic Fit	15 points
Excellence	25 points
Impact	35 points
Implementation	25 points
Total points	100 points

If proposals within a challenge area were to receive the same score, funding prioritisation will be based on the following scoring order: impact, excellence, implementation. This will be specifically brought to the attention of the EIT Urban Mobility Selection Committee.

5.3 Stage 2 - Hearing and portfolio selection

Only proposals ranked **equal or over 65 points** (threshold) in the External Evaluation **and equalling no more than 200% of the available Challenge Area budget** will be invited to the second stage, Hearing and portfolio selection. The Hearing will be managed by the EIT Urban Mobility Selection Committee. The Selection Committee is composed of three members of the Executive Management Team, nominated by the CEO.

5.3.1 Panel Hearing Format

Hearings will be held online. Each proposal will be represented by a Proposal Response Team. Generally, the team will consist of the Project Leader, the Commercial Partner and one demonstration partner (e.g., city). No more than 3 people may represent a consortium. No consortium partner may provide more than one member in the Proposal Response Team.

Shortlisted proposals will have to deliver a 15-minute pitch about their proposal and expected impact which will be followed by a 15-minute Q&A session.

A template for the pitch and further instructions on how to prepare for the pitch will be provided to shortlisted proposals together with the invitation to the Hearing.

5.3.2 Portfolio selection process

The Selection Committee will consider the following factors and will add 25 points to the final scoring obtained by each proposal in the 1st stage evaluation.

Assessment factor	Description of the assessment	Max score
Results of the Hearing	<ul style="list-style-type: none"> • Credibility and quality of the pitch delivered. • Clarity on the responses to questions asked by the Selection Committee. • Responses to issues and concerns expressed by the external expert evaluators in the SER, if applicable. 	10 points
Business Intelligence	<ul style="list-style-type: none"> • Track record of entities involved in a consortium in terms of performance (KPIs, quality of deliverables, demos), if applicable. • Track record of the identified commercial partner/s in terms of their contribution to EIT Urban Mobility financial sustainability, if applicable. • Financial clearing status of the proposed commercial partner/s (see note below). 	5 points (minimum threshold of 3 points)
EU dimension	<ul style="list-style-type: none"> • Entities from new EU or Associated Third countries within the Business Plan 2023-25, represented in the consortium. • Active participation of RIS entities. 	5 points
Portfolio Fit	<ul style="list-style-type: none"> • Complementarity of the proposal within the current/past portfolio of the Thematic Area and/or the EIT Urban Mobility. • Relevance of the partnership at strategic level by EIT Urban Mobility, for example through new alliances with the ALICE Platform and/or alignment to the EU Mission on Climate-Neutral and Smart Cities. 	5 points (minimum threshold of 3 points)

Proposals that do not meet a minimum threshold of 3 points for business intelligence and portfolio fit will not be considered for portfolio inclusion.

Furthermore, in the case that two or more proposals duplicate or substantially duplicate partners, core activities, technologies or solutions, the Selection Committee will only select the one with the highest score.

Note on financial clearing of the proposed commercial partner/s

Prior to the Hearing, EIT Urban Mobility will request commercial partner/s from each shortlisted proposal to submit the full financial statements inclusive of Notes, Profit and Loss and Balance Sheet for the last

financial year, audited if required by national law and a central credit register report (CCR). The results of this financial clearing exercise will be considered during the selection process. Failure to submit this information will result in a negative assessment by the Selection Committee, affecting the overall scoring of the proposal during the Hearing (assessment factor “Business Intelligence”).

Finally, if proposals have the same scoring, additional consideration will be given to the following factors: co-funding, and demonstration impact:

- For co-funding, rates higher than 33% will be ranked higher.
- For demonstrations, the commitment and evidence of the demo hosts applicants and resources allocated will be considered.

Based on the outcomes of the Hearings, the Selection Committee may review the pre-selected proposals, make recommendations to improve the proposal and issue a conditional offer. As part of this process, EIT Urban Mobility may also issue technical conditions that will be included in the conditional offer.

5.4 Communication of results to applicants

The Project Leader will receive an email notification with the results of the evaluation and if applicable, the results of the Hearing.

If the proposal is rejected or included in the Reserve List, the Project Leader will receive the corresponding communication together with an additional paragraph added to their respective SER.

In case the proposal is pre-selected, the evaluation results will include a set of recommendations/conditions. The communication will set up a defined and non-negotiable deadline. The Lead Applicant will respond to and update the PLAZA proposal according to these recommendations/conditions within the outlined timeframe. The process for the final approval of projects, including the conditions clearing phase, will take a minimum of 30 days.

If the Lead Applicant fails to comply with the provided recommendations/conditions or does not respond by the deadline, the Selection Committee reserves the right to withdraw the conditional notification. In such a case, the next proposal by ranking included in the Reserve List will be contacted.

The Business Plan Innovation Call 2024 aims to create a viable project Reserve List upon which offers can be made during the course of 2024, in case more budget becomes available.

5.5 Appeal on Evaluation Results

The Lead Applicant who disagrees with the decision may appeal only in the event where a SER comment is in clear contradiction with the information provided during the Hearing. In this case, the Lead Applicant upon receipt of the final SER with additional hearing paragraph, will have 5 calendar days to submit an appeal. See *Appeal Procedure document* published on the Call webpage).