

# EIT Urban Mobility Call Info Session

#ChallengeMyCity collaboration with the cities of Larissa and Heraklion

Call for proposals for Business Plan 2023-2025 April 2023



# Agenda of the Call Info Session #ChallengeMyCity Larissa& Heraklion

	19 April 2023 – 12:00-13:30	Speakers
12:00 12:40	<ul> <li>General information</li> <li>Aim and objectives of the call</li> <li>Challenges Heraklion</li> <li>Challenges Larissa</li> </ul>	<ul> <li>Rafael Hirt, City Projects Manager EIT</li> <li>Deputy Mayors, Mr Dinos Diamantos &amp; George Soultis, and Ms Christina Mitroula, City of Larissa</li> <li>Stelios Mikrakis, Municipality of Heraklion, Greece</li> </ul>
12:40 13:15	<ul> <li>General procedures</li> <li>Call Calendar</li> <li>Evaluation process</li> <li>Partner registration process</li> <li>Project implementation</li> </ul>	<b>Anne-Laure Aslanian,</b> Programme Officer, EIT Urban Mobility
13:15 13:30	Questions & Answers	

#### Housekeeping messages

- Call documents available at: Call for proposals: #ChallengeMyCity: Heraklion & Larissa (Greece) EIT Urban mobility
- This meeting is being recorded
- Mute your microphones
- Use the Q&A chat box to make your questions. They will be answered at the Q&A session







Overview



# We are the largest European innovation community for urban mobility









## Our focus areas

Match and connect



Connecting private and public sector partners to access markets, talent, finance and knowledge

Talent to business



Fostering entrepreneurship through practical learning

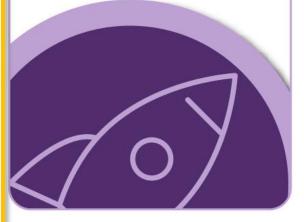
Innovations to market



Piloting market-ready solutions in cities

#**Challenge**MyCity

Start-ups to scale



Boosting start-up growth for long-term impact

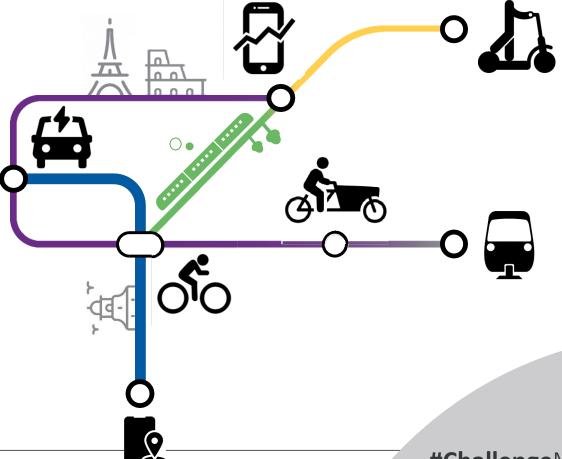




# #ChallengeMyCity

**Enabling** cities

to test **innovative** mobility solutions.







#ChallengeMyCity

## #ChallengeMyCity: Process



the needs of the city to determine its urban mobility challenges



3 innovative solutions with up to 180.000 € that can be tested in 6 months



citizens to test and respond to solutions and bring visibility to the city's initiative



### **Evaluating**

the impact of the tests to understand the viability of the integration of the solutions in the city in the long term







JUNE/JULY



**JULY - DECEMBER** 



DECEMBER /
JANUARY





### Challenges in Heraklion

#### What are we looking for?

Market-ready innovative solutions that can help solving the city mobility-related challenges.

#### **List of Heraklion's challenges:**

- Challenge A: Creating micro mobility hubs through secure bicycle parkings
- <u>Challenge B</u>: Management and control of parking spaces for persons with reduced mobility (PRM) and logistics
- Challenge C: Control of motorised vehicle access in the pedestrianised area of the city centre
- <u>Challenge D:</u> Electric-powered micro-vehicle for PRM passengers' mobility in the pedestrianised city centre
- Each proposal submitted is expected to address one single challenge

You can apply to more than one challenge with a separate application





### Challenges in Larissa

#### What are we looking for?

Market-ready innovative solutions that can help solving the city mobility-related challenges.

#### **List of Larissa's challenges:**

- Challenge A: Creating micro mobility hubs through secure bicycle parkings
- Challenge B: Collection of environmental and traffic data
- <u>Challenge C</u>: Management and control of parking spaces for PRM

Each proposal submitted is expected to address one single challenge

You can apply to more than one challenge with a separate application





### **OPEN:** City of Braga (Portugal)

#### List of the city challenges:

- Challenge A: Enhancing bike safety and monitoring cyclists flows
- Challenge B: Understanding and promoting active mobility in the city centre
- <u>Challenge C</u>: Improving monitoring and use of **on-street parking** spaces
- <u>Challenge D:</u> Encouraging alternative transportation for **school commuting** to decrease private car usage

Deadline for applications: 8th of May 2023

More information: <u>HERE</u>





### General requirements

#### Who can apply?

- All types of applicants (EIT Urban Mobility and non-EIT Urban Mobility partners)
- Companies (start-ups, SMEs, large companies) **located in a Member State of the European Union or** from a <u>Third Country associated to Horizon Europe</u>.
- The solutions/product should bring novelty and being results-focused
- The solution should propose a financial sustainability mechanism to the EIT UM
- The solution shall be <u>at least TRL-7</u> and present a **letter of recommendation** from a previous pilot implementation.
- The proposal shall be in line with the Vision and Mission of the EIT Urban Mobility Strategic Agenda



### Requirements: proposal description

In the specific case of this call, the proposal submitted should specify the following:

- A description of the proposed solution proving the quality and efficiency of the solution implementation, including a high-level execution and management plan of the pilot, timelines, budget breakdown and milestones.
- A description of different performance metrics to be used to objectively evaluate the climate, social and economic impact of the pilot. These metrics should allow EIT UM to quantify those impacts at the end of the project. Measures on exploiting the obtained data metrics should be described, including how this can be used for the solution's marketing and sales plan.
- A marketing and end-user engagement plan that targets specific audiences during the pilot, and a dissemination and communication plan on the pilot activities, impact and outcomes.



### Requirements: key performance indicators

Proposals will have to explicitly indicate their contribution to the EIT Urban Mobility KPIs:

#### **Mandatory KPI (for all challenges)**

KSN01 Innovation Pilot Scaling: (target value: 1)

The number of innovation products and/or processes (not below Technical Readiness Level TRL-4) that have completed testing/demonstration with end users and prove to be successfully implemented beyond the activities and are ready for scaling.

EITHE 2.1 Marketed Innovations: (target value: 1)

Number of innovations introduced to the market during the project duration or at the latest within 18 months from the start of the project with a sales revenue of at least 10 000 EUR documented.



# Requirements: Financial Sustainability Mechanism (FSM)

Each selected project is expected to generate a return to EIT Urban Mobility's financial sustainability. Proposals submitted to this call include the commitment to EIT UM's financial sustainability.

Specifically, the selected applicants will be requested to negotiate one of the following alternatives:

A revenue share on future sales and a service fee for project administration;

<u>or</u>

Equity shares (exclusively for startups applicants)



## Mandatory deliverables

Deliverable title	Deadline	
1. Technical requirements, datasets and impact metrics definition report	Week 1 of the start of the project	
2. Commercial agreement	Month 1	
3. Report on datasets of impact metrics	Month 4	
4. Final performance report	End of project (Month 6)	

Important: all project deliverables and outputs must be achieved within the project duration.



#### Benefits for awarded solutions

The successful applicant will benefit from a wide range of support provided by EIT Urban Mobility and the participating city:

- Up to €60 000 in funding to implement a six-month pilot in real conditions
- Support from EIT Urban Mobility programme officer throughout the pilot implementation. + Support from the involved city officials
- Promotion of the solution in the Mobility Innovation Marketplace, managed by EIT Urban Mobility.
- An impact assessment of the pilot



### Available budget

EIT Urban Mobility and the City of Larissa have identified three (3) urban mobility challenges to be launched through that Call for proposals.

EIT Urban Mobility and the City of Heraklion have identified **four (4) urban mobility challenges** to be launched through that Call for proposals. As a result of this Call for the city of Heraklion, all the proposals submitted will be evaluated, however only a **maximum of three proposals will be funded**. It is intended that each proposal that gets funded will address a different challenge, meaning that one challenge will not be funded.

City	Maximum total funding per city	Number of projects to be funded	Max. EIT Funding allocation per project proposal
Heraklion	Max. 180.000€	3 projects in total	Challenge 1: max. 60,000 EUR Challenge 2: max. 60,000 EUR Challenge 3: max. 60,000 EUR
Larissa	Max. 180.000€	3 projects in total	Challenge 1: max. 60,000 EUR Challenge 2: max. 60,000 EUR Challenge 3: max. 60,000 EUR

**Co-funding:** All proposal budgets must offer a minimum co-funding rate of 15% of the total costs.

Co-funding above 15% will be positively assessed by the Selection Committee.

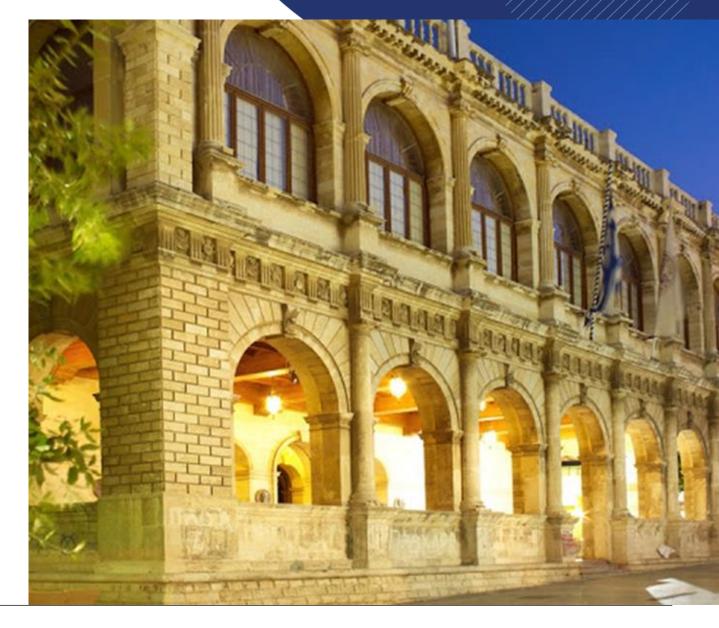






## Municipality of Heraklion

Stelios Mikrakis, Civil Engineer, MSc Expert Advisor to the Mayor of Heraklion







Heraklion is the administrative capital of the Region of Crete, the largest city on the island of Crete and the fourth largest in Greece (approx. 174k inhabitants and almost 1m in summer time)































### List of challenges for Heraklion:

<u>Challenge A: Creating micro mobility hubs through secure bicycle parkings</u>

<u>Challenge B</u>: Management and control of parking spaces for persons with reduced mobility (PRM) and logistics <u>Challenge C</u>: Control of motorised vehicle access in the pedestrianised area of the city centre Challenge D: Electric-powered micro-vehicle for PRM

passengers' mobility in the pedestrianised city centre





# Challenge A: Creating micromobility hubs through secure bicycle parkings

The city of Heraklion strives to implement safe and secured bicycle parking with the possibility of charging e-bikes, located in a strategic point where the users, after finishing their trips, can park their bike safely to walk or use the public transport. The ideal flexible modular solution could be spread around the city and accommodate (each one) a small number (10-30) of bikes and e-bikes for both spontaneous parking and charging during the day by the registered users of the scheme.





# Challenge B: Management and control of parking spaces for persons with reduced mobility (PRM) and logistics

The desired solution should enable PRM residents and visitors, and truck drivers, to book a parking spot. It should also facilitate the movement of people with disabilities and encourage their integration and equal participation in the life of the city by informing them in real time about the next free parking spot. It should also facilitate the everyday work of the delivery companies and the shop owners, by avoiding illegal parking of trucks in random and not appropriate places for parking.





# Challenge C: Control of motorised vehicle access in the pedestrianised area of the city centre

The city is looking for a technology solution through which it can control the city's entry points and/or exit points of the central pedestrianised area. The solution implementing the Urban Vehicle Access Regulations (UVARs) should allow the city to grant the permissions to an authorized driver to enter the area during certain time slots. The control of the entry and exit points should not rely on the involvement of the police in the enforcement of the regulation.





# Challenge D: Electric-powered micro-vehicle for PRM passengers' mobility in the pedestrianised city centre

Heraklion is interested in piloting a new mobility option friendly both to people and the environment, operating in slow speed (up to 25 kilometres per hour) and allowing ride-hailing anywhere on the street. Smart or conventional telephone ordering should also be an option. This vehicle should be operated by a professional driver (city employee or employee of a private organisation, e.g. the Urban Public Transport Operator) and have capacity of 5 passengers without wheelchairs, or less passengers with wheelchairs.





## #ChallengeMyCity: Larissa

Specific challenges: City of Larissa







# Challenge A: Creating micromobility hubs through secure bicycle parkings

The city of Larissa strives to implement safe and secured bicycle parking with the possibility of charging e-bikes, located in a strategic point where the users, after finishing their trips, can park their bike safely to walk or use the public transport. Safe bike parking facilities will encourage more cyclists to use e-bikes, which is expected to increase the number of cyclists for long peri-urban distance trips and trips to uphill destinations.





# Challenge B: Collection of environmental and traffic data

The city of Larissa is looking into the use of smart devices to be installed close to schools and hospitals and also less sensitive locations to measure and compare the level of environmental pollution (air and noise) and traffic flows. The collection of relevant environmental and traffic data by smart devices will enable the city to take informed decisions and to re-shape urban mobility based on minimizing the harmful effects.





# Challenge C: Management and control of parking spaces for PRM

Unauthorized parking causes major accessibility issues for PRM. The desired solution should enable holders of blue cards (PRM residents in Larissa) and visitors with reduced mobility to book a parking spot. It should furthermore facilitate the movement of people with disabilities and encourages their integration and equal participation in the life of the city by informing them in real time about the next free parking spot.



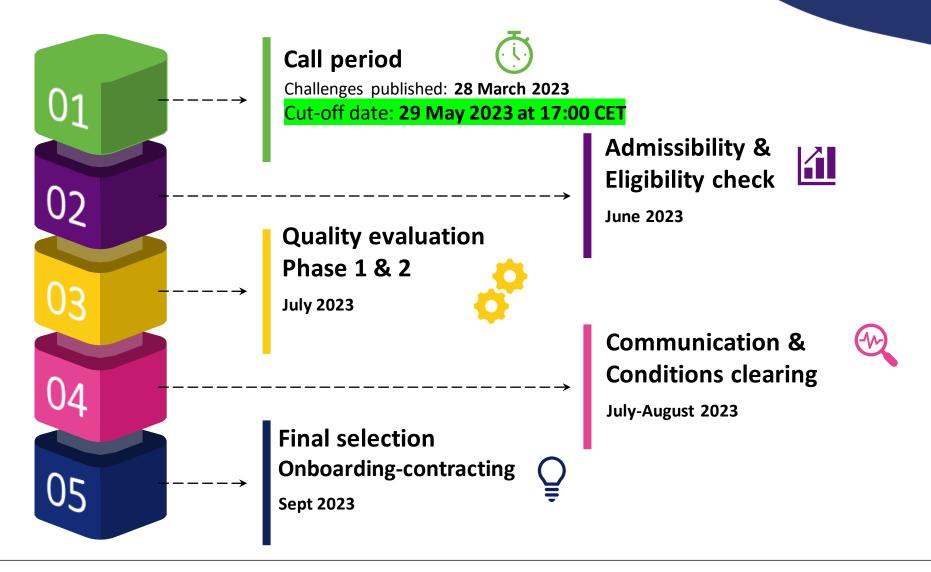




Call calendar Evaluation process Proposal submission



### Call Calendar\* ChallengeMyCity – Heraklion and Larissa







## **Evaluation and Selection process**

Admissibility and eligibility check

**Evaluation Phase 1** 

**Evaluation Phase 2 Pitch** 

Conditions clearing phase

1. Completeness	The submitted proposal is completed, submitted on time by the Project Leader via the PLAZA submission tool, in English, with all its mandatory sections.				
2. Applicants' registration	registered in bo	Applicants (including all consortium partners) are fully registered in both the EU Participant Portal (PIC number) and in the PLAZA submission tool.			
		NB: The lack of any information within the Partner Information			
		by one or more applicants	s, may result in the		
3. Applicants eligibility	complete ineligibility of the project.  All types of enterprises, as defined in Section 2.2.1, are established in the Member States (MS) of the European Union				
	(EU), and/or in <u>Third countries associated to Horizon Europe</u> .  NB: entities from Switzerland and UK are eligible to participate but they will not receive EIT funding.				
4. KPIs addressed	All proposals must identify and address the mandatory KPIs related to the specific Challenge under which the proposal is submitted.				
	KPI Code	KPI title	Target		
	EITHE2.4	Number of Marketed Innovation	1		
	KSN01	Number of Innovation pilot scaling	1		
5.Co-funding rate	All proposals m	All proposals must have a minimum co-funding rate of 15%.			
6. Letter of recommendation	All proposals must provide at least one letter of recommendation (translated into English) from the city or client where a prior pilot was carried out.				
7. Pitch Deck	All proposals m	All proposals must provide a Pitch Deck.			
8. Mandatory deliverables	All proposals must include the following mandatory deliverables:     DEL 1: Technical requirements, datasets and impact metrics definition report     DEL 2: Commercial agreement     DEL 3: Report on datasets of impact metrics				

• DEL 4: Final performance report



See Section 5 of the Call Manual





### **Evaluation and Selection process**

Admissibility and eligibility check

**Evaluation Phase 1** 

**Evaluation Phase 2 Pitch** 

**Conditions** clearing phase

#### **Phase 1: Quality Evaluation**



Three Expert Evaluators will assess the excellence, impact, and implementation of the proposals based on predefined evaluation criteria.

They will produce a Summary Evaluation Report (during a Consensus meeting) and give a final score per proposal.

#### Phase 2: Pitch and selection

Up to 2 top-rated proposals per challenge ranked by the scores received Phase 1 and with a weight **equal to or over 50%** will be invited to a pitch session with the members of the EIT Urban Mobility Selection Committee.

The Selection Committee members will assess the quality of the pitch presentation and select the proposals to be granted.



See Section 5 of the Call Manual





## **Evaluation and Selection process**



#### **Conditions clearing phase**

The Project Leader will receive the evaluation results (Summary Evaluation Report, and the score obtained during the pitch when applicable).

If the proposal is selected, the evaluation results will include a set of conditions and recommendations (incl. FSM).

After the conditions are fulfilled, the onboarding and contracting phase begins and the project can start.



See Section 5 of the Call Manual





## Lump Sum budget

#### New pilot! Lump sum with a fixed amount of up to 60,000 EUR per selected project.

Simplify complex and time-consuming financial reporting (especially for small organisations and newcomers), remove obligations on financial ex-post audits and focus more on the content of the work.

Your budget must be based on **eligible actual costs categories** (see <u>Eligibility of Expenditure</u> document) and provides a **detailed breakdown of cost estimations per DEL and per partner** (see next slides)

- **Direct Costs**: personnel, subcontracting, travel and subsistence, equipment, other goods and services
- Indirect Costs: 25% of personnel, travel and subsistence, equipment, other goods and services

Your Budget must be in line with your usual practices; be reasonable (not excessive), and in line with and necessary for the activities proposed.





## Payments schedule

Successful applicants will receive either one or two payments depending on the type of entity (EIT UM standard payments schedule):

- **1. Pre-financing** only for start-ups/SMEs (**up to 50**% of EIT UM funding allocation) after the signature of the contract.
- 2. Final payment (payment of the balance): either up to 100% in case there is no pre-financing or up to 50% if the pre-financing was paid, after all the mandatory deliverables are declared as fully completed and approved by EIT Urban Mobility.





## Application process: Partner Registration Process



#### **Obtain your PIC**

Register your organisation in the <u>Funding and Tender Opportunities</u>
<u>Portal</u> to get your Partner Identification Code (PIC number)

Mandatory and takes you only 10 minutes.



#### Register in **PLAZA**

Register your organisation in PLAZA.
This step needs EIT Urban Mobility approval which takes 2 working days max., so register ASAP!

Registrations are already open and will close 2 days before the deadline.



### **Complete/Update your PIF**

Once your registration is approved by EIT Urban Mobility, you can complete your Partner Information Form (PIF).

The PIF must be completed in all its parts for the partner to be eligible!

If you already have a PIC number, there is no need to register again.

If you already have a PIF in PLAZA, check that the information provided is updated (especially the legal status, LEAR, SPOC, bank details, etc.)





#### Application form available in the online submission tool PLAZA















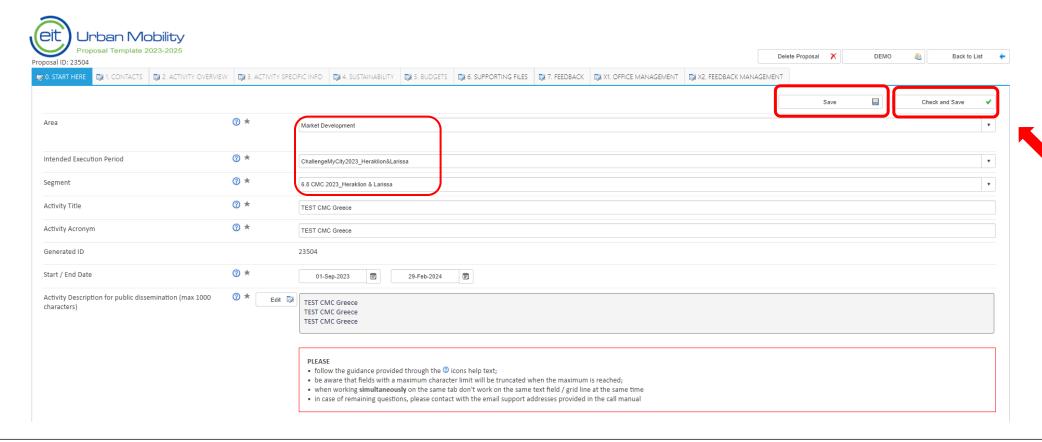




6 Tabs to be completed by the Project Leader



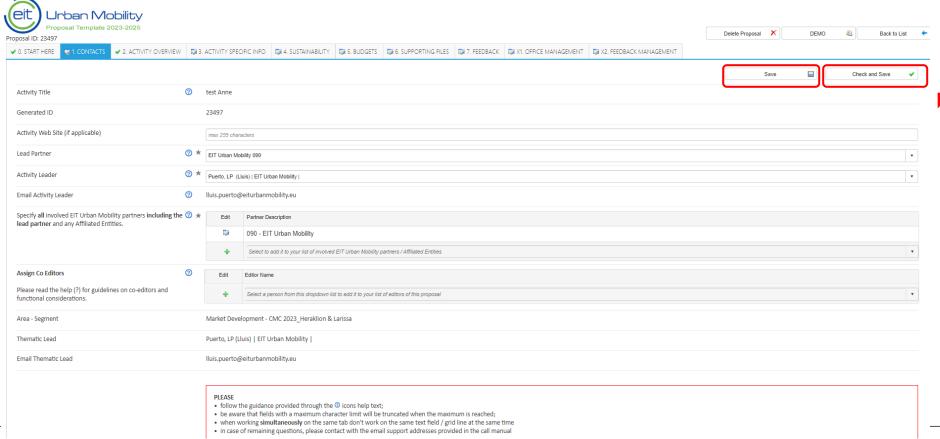
#### TAB O. START HERE







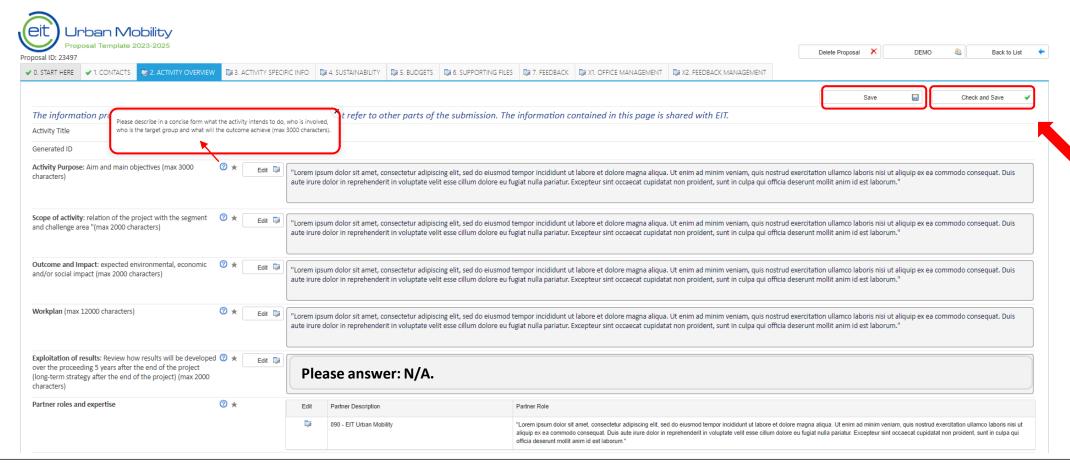
#### TAB 1. CONTACTS







#### TAB 2. ACTIVITY OVERVIEW







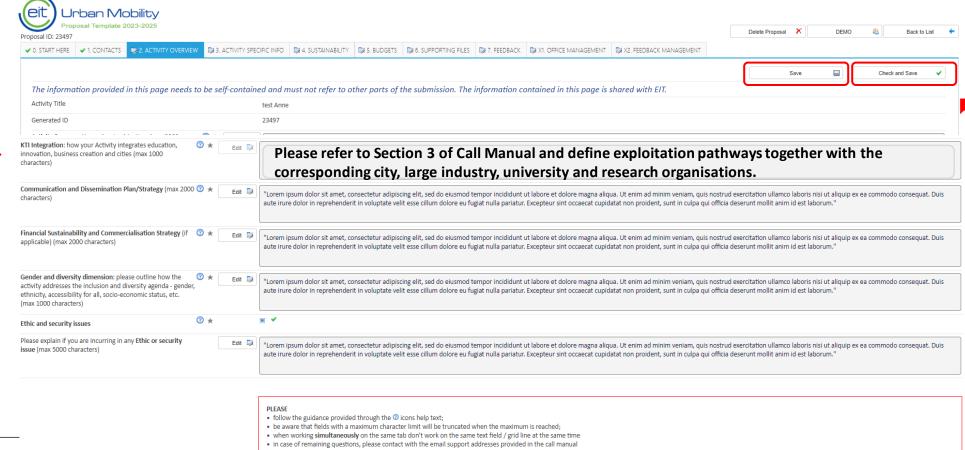
### TAB 2. ACTIVITY OVERVIEW

Key Outputs	<b>⊘</b> ★	Code	Title Description							Expected Date
		OUT01	Output1	Description of Output1					31 Oct 2023	
Key Deliverables	⑦ ★	Code	Title	Description						Expected Date
		DEL01	Technical requirements, datasets and impact metrics definition report	Technical requirements, datasets and impact metrics definition report						30 Sep 2023
		DEL02	Commercial agreement	Commercial agreement						30 Sep 2023
		DEL03	Report on datasets of impact metrics	Report on datasets of impact metrics						31 Dec 2023
		DEL04	Final performance report	Final performance report					29 Feb 2024	
EIT Core KPI targets	<b>⊘</b> ★	KPI Code	KPI Title Target Value 2023					Target Value 2023	Target Value 2024	Target Value 2025
		EITHE02.4	Marketed Innovations					0	1	0
EIT Urban Mobility Specific KPI targets	⊘ ★	KPI Code	KPI Title Target Value 2023 Ta						Target Value 2024	Target Value 2025
		KSN01	Innovation pilot scaling 0 1						1	0
Risk Management and Contingency Plan	<b>∅</b> ★	Risk Category	Risk Title Risk Likelihood Risk Impact Risk Description Risk Mitigation							
		STRATEGIC	IC Risk1 3 Description of risk1 Mitigation of risk1							



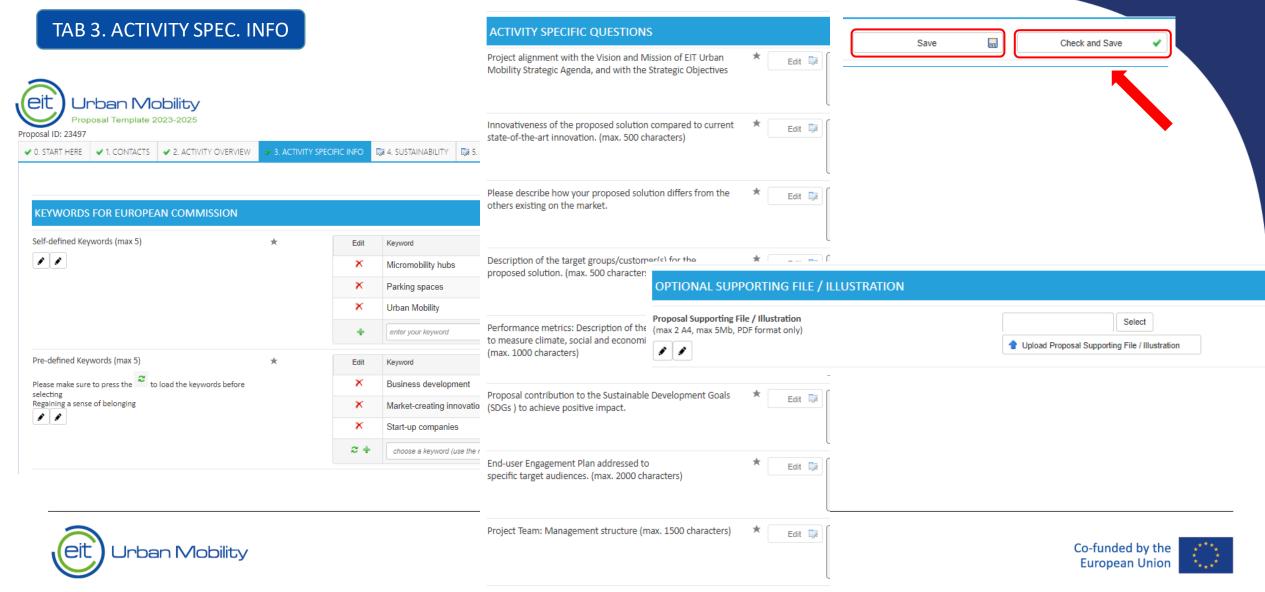


#### TAB 2. ACTIVITY OVERVIEW



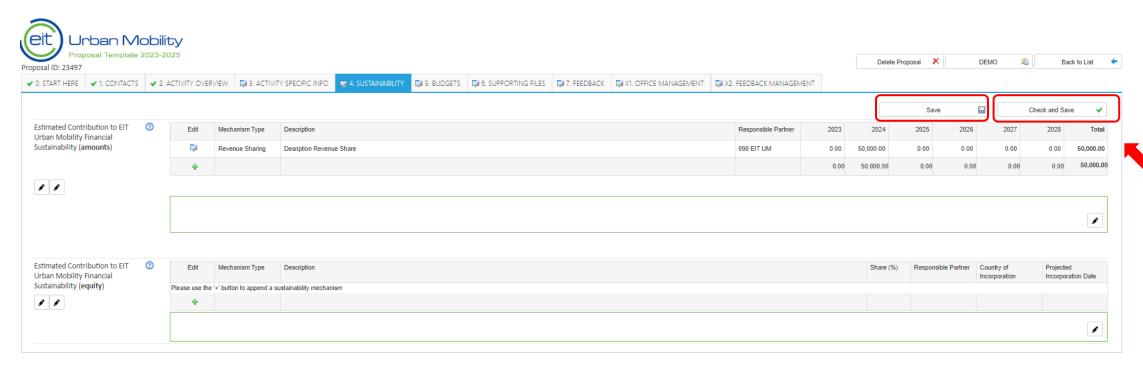






#### TAB 4. SUSTAINABILITY

Choose between "revenue share" or "Equity Shared" (for startups only) under the mechanism type in the dropdown menu.







#### TAB 5. BUDGET



**Complete Excel template** available on the Call webpage to prepare your cost estimation and the share per DEL and per partner\*.

	DEL1		DEL2		DI	EL3	DEL4			
	% of involvement	EIT contribution related								
Project Leader	50%	€ 1,500.00	20%	€ 3,600.00	20%	€ 1,800.00	10%	€ 3,000.00	€	9,900.00
Partner2	50%	€ 1,500.00	80%	€ 14,400.00	80%	€ 7,200.00	90%	€ 27,000.00	€	50,100.00
Partner3		€ -		€ -		€ -		€ -	€	-
Partner4		€ -		€ -		€ -		€ -	€	-
Partner5		€ -		€ -		€ -		€ -	€	-
Total	100%	€ 3,000.00	100%	€ 18,000.00	100%	€ 9,000.00	100%	€ 30,000.00	€	60,000.00

	Value in € from total				
		EIT Contribution			
DEL 1	€	3,000.00			
DEL 2	€	18,000.00			
DEL 3	€	9,000.00			
DEL 4	€	30,000.00			
TOTAL EIT contribution	€	60,000.00			

		2023
A. DIRECT PERSONNEL COSTS	€	10,000.00
B. DIRECT SUBCONTRACTING COSTS	€	-
C. DIRECT PURCHASE COSTS	€	2,345.00
D. OTHER COST CATEGORIES	€	5,000.00
TOTAL DIRECT COSTS (A+B+C+D)	€	17,345.00
E. INDIRECT COSTS (25% * (A+C))	€	4,336.25
F. TOTAL COSTS (A+B+C+D+E)	€	21,681.25

Total KAVA Funding (€)
Total costs
Co-Funding Ratio (%)
Total FTE

€ 9,900.00 € 21,681.25 119% 4.00 Follow the instructions in the 1<sup>st</sup> tab of the Excel.



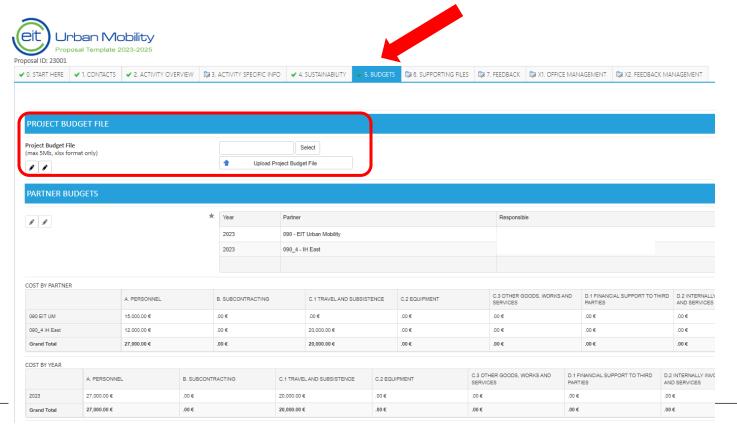




#### TAB 5. BUDGET



Upload the completed Excel file in Tab 5 Budget of the online submission tool PLAZA.



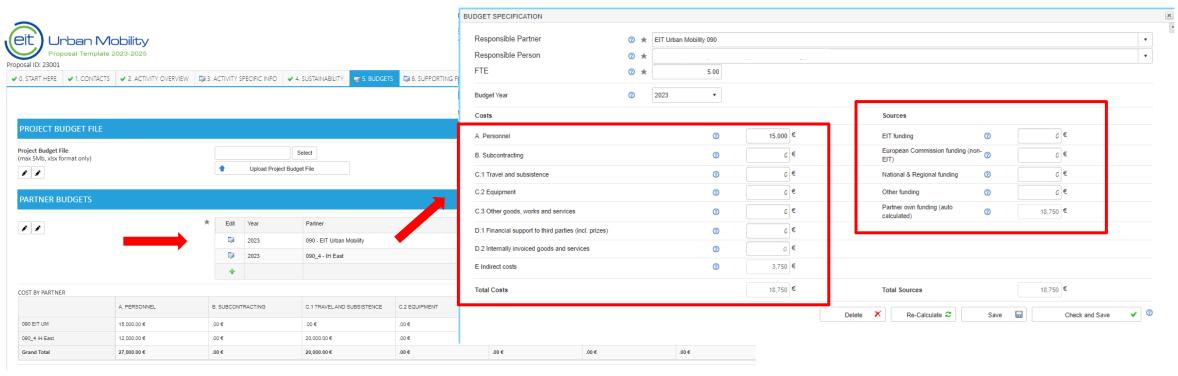




#### TAB 5. BUDGET



**Complete the Tab 5 Budget** of the online submission tool PLAZA.







#### TAB 5. BUDGET



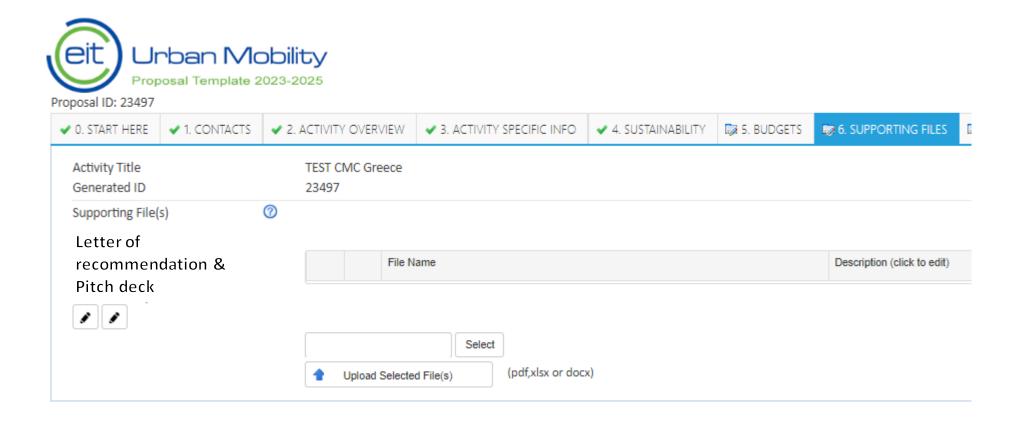
**Complete the Tab 5 Budget** in the online submission tool PLAZA.

#### **BUDGET JUSTIFICATION** A. Personnel justification (max 1000 characters) "Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat. Duis The FTE related budget for the catalyst tasks is 27,000.00 €. The aute irure dolor in reprehenderit in voluptate velit esse cillum dolore eu fugiat nulla pariatur. Excepteur sint occaecat cupidatat non proident, sunt in culpa qui officia deserunt mollit anim id est laborum." planned FTE for the catalysts tasks sums up to 9.00 FTE with an average cost of 3,000.00 € / FTE. Enter a breakdown of FTE costs per skill level, e.g. project mgr, senior business developer: lab assistant, etc. For each, state the average rate, e.g. [project mgr: x FTE at average rate of y p.a.]. Do not provide detail that allows to link cost with individual persons. C.1 Travel and subsistence justification (max 1000 characters) "Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat. Duis Costs to an amount of 20.000.00 €. aute irure dolor in reprehenderit in voluptate velit esse cillum dolore eu fugiat nulla pariatur. Excepteur sint occaecat cupidatat non proident, sunt in culpa qui officia deserunt mollit anim id est laborum." *y*





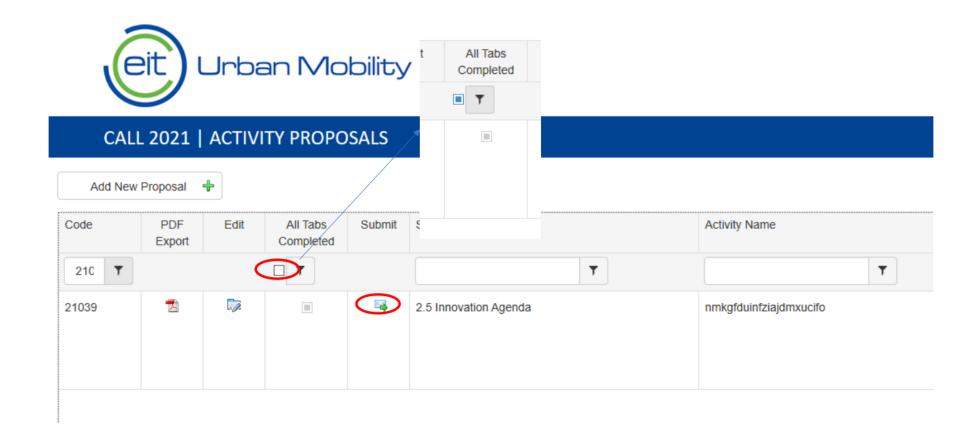
TAB 6. SUPPORTING EVID.







# Application process: online submission





## Tips and Tricks before the submission

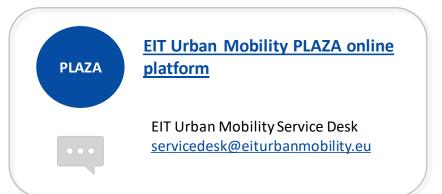
- 1. Save your changes: once TAB 0 is filled in and saved, you will be able to fill in the other Tabs only if you click on the "Save and Check" button (top right-hand side of your screen).
- 2. Upload your mandatory documents in TAB6: Letter of recommendation and pitch deck.
- 3. Register your organisation in PLAZA as early as possible.
- **4. Before submitting your proposal**, check that:
  - your proposal fulfils the call requirements
  - your proposal is complete, readable and written in English
  - all consortium partners (if any) have obtained a user account to log into the EU Portal and PLAZA System and are registered with the system
- **5. Do not wait until the deadline** to submit your proposal to avoid technical problems due to possible overload of the system.

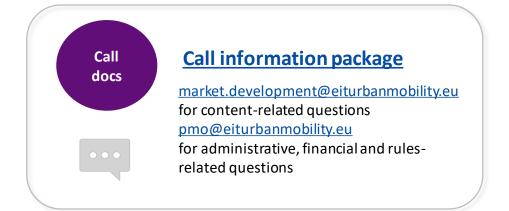




### Useful links and contact details



















For more information, please contact: market.development@eiturbanmobility.eu



@EITUrbanMob
inkedIn.com/company/eit-urban-mobility







Co-funded by the European Union

