



Business Plan 2023–2025

Open Call for Proposals

Investment Readiness Programme (IRP) for Impact Ventures – Call Manual

EIT Urban Mobility - Mobility for more liveable urban spaces

EIT Urban Mobility

Barcelona | 19 April 2024

eiturbanmobility.eu

History of changes

Version	Publication Date	Change
1.0	19.4.2024	Initial version
2.0	10.05.2024	Updated version – 3.1.2 “ <i>Scope of Work</i> ” p. 14: clarification about key mandatory requirements for the start-up scouting call
3.0	22.05.2024	Updated version – 3.1.2 “ <i>Scope of Work</i> ” p. 14: correction of open call for start-ups minimum opening time from 2 months to 1 month

Any updates to this Call Manual are identified in the table above. Amended versions are published on the EIT Urban Mobility call website.

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Abbreviations

CEO	Chief Executive Officer
EIT	European Institute of Innovation and Technology
FSA	Financial Support Agreement
FS	Financial sustainability
FSM	Financial sustainability mechanism
HE	Horizon Europe
KIC	Knowledge and Innovation Community
KPIs	Key performance indicators
MGA	Model Grant Agreement
RIS	Regional Innovation Scheme
SA	Strategic Agenda
SER	Summary evaluation report
SO	Strategic objectives
TRL	Technology readiness level

Glossary

Lead Applicant	The entity/person that submits the proposal and will operationally coordinate the project if it is selected. Once awarded, a Lead Applicant becomes a Project Leader.
Project Leader	The Project Leader is the central contact point for EIT Urban Mobility from the award phase to the end of the project implementation. In case of multi-beneficiary calls, the Project Leader represents the project and the consortium partners (the other partners participating in the project) to EIT Urban Mobility. For mono-beneficiary grants, the single legal entity involved in the project also has the Project Leader role.
Call for proposals	The call for proposals is the instrument used by EIT Urban Mobility to allocate funding to third parties through projects, to support the deployment and development of the Strategic Agenda. EIT Urban Mobility deploys three types of calls in accordance with the provisions outlined in the specific rules for EIT Knowledge and Innovation Community (KIC) actions in the Horizon Europe Model Grant Agreement (HE MGA) Annex 5: Regular Open Calls, Partner Calls and Long-Term Open Calls/Long-Term Open Partner Calls.
Call Manual	The Call Manual is the main document that outlines the terms, conditions and criteria for any call for proposals launched by EIT Urban Mobility. Its contents adhere to the principles of transparency, equal treatment, open competition and sound procedural management.
Consensus meeting	The consensus meeting is convened for all the experts who assessed the proposals to discuss their individual evaluation reports and agree on the comments and scores reflected in the summary evaluation reports. This remote meeting is led by the Rapporteur and supported by the Quality Controller (an EIT Urban Mobility officer), who seek a consensus and ensure that proposals are evaluated in a fair manner and in line with the established evaluation criteria.
Deliverable	Deliverables are tangible or intangible goods or services 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 that are specified must fully demonstrate the achievements of the activity and judicious use of public funds.
EIT KPIs	Set of key performance indicators (KPIs) defined by EIT that reflect its operational objectives for education, entrepreneurship and innovation. These KPIs are used to measure how effectively a KIC/project meets 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 whether it should be selected to receive EIT funding.
Evaluation Panel	Group of expert evaluators (usually at least three external individuals for calls) along with a Rapporteur with proven expertise in a specific area or topic of the call for proposals. The role of this panel is to evaluate eligible proposals submitted to a call,

	<p>based on a set of predefined evaluation criteria. The Evaluation Panel is assisted by a Quality Controller from EIT Urban Mobility to ensure process compliance.</p> <p>In the case of calls with proposals below €60,000 of EIT funding allocation, the evaluation panel is composed of at least one external expert evaluator.</p>
Horizon Europe Model Grant Agreement	The Horizon Europe Model Grant Agreement (HE MGA) sets out the rights, obligations, terms and conditions that are applicable to the grant awarded.
KIC Specific KPIs	Set of indicators defined by EIT Urban Mobility that reflects the societal challenge that the KIC is trying to address.
Knowledge triangle integration	EIT Urban Mobility aims to gather close-knit partnerships of European education, research and business entities (knowledge triangles). It also involves cities, either in the composition of project members or in the expected impact of the projects' results.
Milestone	Control points to chart the progress of project implementation. They may correspond to the completion of a key deliverable that allows the next phase of work to begin.
Outputs	Tangible results, e.g. the specific technology, product, service, method, design, patents, new jobs, new curricula, prototypes, concept, methodology, approach, skills and experience created by the project.
Ranking list	List of proposals in order of scores after the Selection Committee assessment.
Selection Committee	The Selection Committee is responsible for the selection of shortlisted proposals evaluated by the Evaluation Panel, and for the definition of conditions for funding of the selected proposals in the final EIT Urban Mobility's portfolio. The Selection Committee is usually, but not exclusively, composed of members of the EIT Urban Mobility's Executive Management Team.
Summary evaluation report	A single and final summary evaluation report (SER) per proposal is produced by the Rapporteur after the consensus meetings. This document provides a concise overview of the proposal's final evaluation score, its strengths, weaknesses, associated risks and possible recommendations.

Introduction

EIT Urban Mobility works towards our vision of creating more liveable urban spaces. By fostering innovation and transformation, we can improve people's quality of life, decarbonize mobility and make Europe's economy more competitive.

The Impact Ventures' thematic area will develop a startup-friendly environment with the aim of boosting the competitiveness of Europe's mobility industry. Impact Ventures envisions becoming the reference in the market for transforming innovative mobility projects into the most successful business models through the creation of startups or the scale-up of existing businesses. This includes supporting the lifecycle of startups through the phases of acceleration, incubation and scale-up, and through our own programmes.

EIT Urban Mobility is interested in contracting support to scout, train and become a shareholder in the next generation of European impact mobility ventures.

To this end, the primary emphasis of our Investment Readiness Programme for 2024–2025 is to improve the investment readiness level (IRL) of urban mobility companies registered in EU27 and countries associated with Horizon Europe that are currently fundraising or planning to fundraise. The Investment Readiness Programme intends to prepare entrepreneurs for their next funding round with a clear investment lens.

EIT Urban Mobility is seeking professional support and training services to prepare European impact mobility ventures for investment.

We look forward to receiving your applications for inclusion in the Business Plan 2023–2025.

Maria Tsavachidis

CEO

EIT Urban Mobility

1. Call summary

Call for proposal's main features	
Key dates of the call calendar ¹	<ul style="list-style-type: none"> • Call opening: 19 April 2024 • Opening of EIT UM submission platform: first week of May 2024 • Call closure: 19 June 2024 at 17:00 CET • Eligibility and admissibility check: June 2024 • Evaluation of proposals: July 2024 • Communication of results: July/August 2024
Total estimated EIT funding allocated to this call	The total maximum EIT funding allocated to this call is €688,000.00.
Link to the submission portal	The EIT UM submission platform will be available starting from the first week of May and will remain open until the 19 th of June at 17:00 CET
List of documents to be submitted	<ul style="list-style-type: none"> • Application form available on the EIT UM submission platform • Proofs, such as contracts, service agreements and similar documentation of having successfully supported companies that have secured EU funding instruments
List of documents to take into consideration	<ul style="list-style-type: none"> • Call Manual • EIT Urban Mobility Strategic Agenda 2021–2027 • Guidelines for Applicants (available starting from the first week of May) • Eligibility of expenditure • Appeal procedure • Project Implementation Handbook • Financial Support Agreement (FSA) template • Horizon Europe Model Grant Agreement
Short summary of the topics to be addressed	The Investment Readiness Programme (IRP) is designed to prepare entrepreneurs to receive funding from early-stage investors and other sources of capital. It targets ambitious entrepreneurs as they contribute to solving pressing social and environmental challenges across Europe.
Evaluation criteria	For the strategic fit evaluation : <ul style="list-style-type: none"> • contribution to EIT Urban Mobility Strategic Objectives, • alignment with the specific call requirements,

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

	<ul style="list-style-type: none">• financial sustainability and contribution to EIT Urban Mobility's vision. <p>For the <i>full proposal evaluation</i>:</p> <ul style="list-style-type: none">• excellence: novelty and innovation,• quality and efficiency of the implementation, including sound financial management,• impact: social, economic, financial and general sustainability. <p>For the <i>final Selection Committee evaluation</i>:</p> <ul style="list-style-type: none">• business intelligence,• EU dimension,• portfolio fit.
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2. General requirements

2.1 EIT Urban Mobility strategic focus and objectives

Proposals submitted to this call for proposals 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 align with and actively contribute to the [EIT Urban Mobility 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 EIT Urban Mobility's activities 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 this call for proposals 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**. They must also fit the scope set out in Section 3.

2.2 Applicant eligibility and membership

EIT creates ecosystems. KICs are anchored in regional and local communities via their co-location innovation hubs. EIT links the knowledge triangle components of education, research and businesses with cities. Accordingly, EIT Urban Mobility currently brings together more than 472 partners from 33 countries in the four sectors.

2.2.1 Who can apply

This open call for proposals is open to all legal entities established in Member States of the European Union (EU) and/or in [third countries associated with Horizon Europe](#), including in the United Kingdom. These legal entities may be small and medium enterprises (SMEs), universities, research and technology organisations, cities or large businesses, among others.

All proposals must be composed of at **least two independent legal entities**² established in two EU Member States and/or third countries associated with Horizon Europe. Proposals involving one partner only (i.e. a proposal for a **mono-beneficiary project**) can be accepted exceptionally, under the condition that the applicant can demonstrate wide, consolidated European outreach.

Specific cases for Swiss entities

In duly justified cases, entities established in Switzerland are entitled to receive EIT Urban Mobility financial support (up to a cumulative amount of €59,000 across the Business Plan 2023–2025 period) provided that their impact on EU countries is directly or indirectly proven in the application. When this maximum amount is exceeded, the abovementioned entities can participate but at their own cost.

2.2.2 Membership

The implementation of projects is a core activity of EIT Urban Mobility. Beyond this activity, the EIT Urban Mobility community connects members and runs networking activities to design and plan strategic actions to drive impact and 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 they launch their projects:

- **Gold members** pay an annual fee of €30,000 and have full access to all benefit packages offered by EIT Urban Mobility.
- **Silver members** pay an annual fee of €10,000 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 will be applied.

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 full definition in Article 8: https://ec.europa.eu/research/participants/data/ref/h2020/legal_basis/rules_participation/h2020-rules-participation_en.pdf

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

3. Specific requirements of the call

EIT Urban Mobility aims to become the reference impact investor in Europe for urban mobility startups. Sustainability, team diversity and core Sustainable Development Goal (SDG) business values are the cornerstones of our investment thesis that focuses on early-stage companies. The Impact Ventures thematic area currently leads activities related to investments and programmes that support startups in general. One of the main objectives of Impact Ventures' activities is to help business ventures become successful. The Investment Readiness Programme (IRP) call aims to further strengthen EIT's action in this direction. It looks to fund a programme that can provide startups with support and training focused on being prepared to **attract investors**.

Fast-growing companies need to acquire the necessary capital to scale-up rapidly. However, with few exceptions, early-stage companies are often unable to recruit key employees, implement marketing initiatives, and develop products and services without the right funding strategy in place.

The Investment Readiness Programme (IRP) is designed to prepare innovative early-stage mobility startups to raise funds from early-stage investors and other sources of capital, typically from seed to the series A round.

The IRP has the ultimate goal of improving the investment readiness level (IRL) and fundraising capabilities of early-stage companies by providing them with resources, training and coaching over a period of at least two months. It also intends to facilitate networking opportunities with other entrepreneurs, mentors, corporations and investors, fostering partnerships and creating new fundraising opportunities. Entrepreneurs will be trained to successfully convey:

- a common language to clearly communicate objectives and milestones to investors;
- how innovation can be framed to communicate both business and financial deliverables;
- analytical metrics that investors and other financiers can use to inform selection processes.

3.1 What EIT Urban Mobility expects

3.1.1 Expertise

The IRP call is addressed to applicants with a proven and solid track record in the following areas:

- international experience delivering training, mentoring and/or coaching programmes targeting early-stage companies;
- international experience within the European venture capital industry, including strong expertise in startup assessments, impact assessments, company valuations, startup investments, startup divestment strategies, startup exits and investor reporting;

- knowledge and experience working with other European organisations to provide financial support to early-stage companies, such as the European Innovation Fund (EIF), the European Investment Bank (EIB), and the European Innovation Council (EIC);
- proven track record in successfully supporting companies to secure funding through the EIC Accelerator (and former programmes), European Investment Bank (EIB), and other European funding mechanisms, to be demonstrated through contracts, agreements, and similar documentation;
- a strong network with ecosystem players and experience working with mobility ventures located in Horizon Europe widening countries;
- a strong network with ecosystem players and experience working with mobility ventures located in Regional Innovation Scheme (RIS) and Horizon Europe Widening countries;
- a strong network within the European early-stage investor community (impact investors, seed funds, business angels' networks, venture capital funds, etc.);
- knowledge of the urban mobility space and its underlying technologies.

3.1.2 Scope of work

To achieve the call objectives, proposals submitted to this call must have a clear workplan that covers the following activities:

- scouting, selecting and recruiting European impact mobility ventures;
- delivering an effective training programme for the recruited startup;
- effectively connecting the trained startups with potential investors.

The proposals must include a plan that foresees three rounds of startup scouting and training. The first round, to be executed in 2024, should support a minimum of 13 startups. The second and third rounds, to be executed in 2025, should support a minimum of 15 startups each.

Scout, selection and recruitment phase

The successfully selected IRP proposal must target ambitious entrepreneurs as they contribute to solving pressing social and environmental challenges across Europe.

A key factor in scouting companies should be the quality and experience of the founding team. A significant strength is a team that maintains gender-balanced representation. Hence, the applicant shall ensure that at least one third of the selected startups have a female founder and/or a female in a leading position.

The startups to be recruited should cover the following areas: Active Mobility, Sustainable City Logistics, Transport Infrastructure, Future Mobility, and Mobility and Energy. The Investment Readiness Programme must target innovative early-stage mobility startups in any of the previous mentioned areas.

The programme must target impact-driven startups. The startups to be recruited should also have the potential to have a net positive impact, according to the EIT Urban Mobility impact approach³. Therefore, the successful applicant will be required to align with EIT Urban Mobility to include an impact assessment during the evaluation of potential candidates.

The recruited startups must be incorporated in one of the EU Member States or HE-associated countries. Therefore, the scouting must have a pan-European dimension and diverse representation in terms of countries of incorporation for the recruited companies.

These startups must be selected through an open call. Both the call and the selection process must comply with EIT provisions, which EIT Urban Mobility will share in detail with the successful applicants. Two key mandatory requirements will be:

- each round of open call for start-ups must be open to applicants for at least 1 month;
- in the evaluation process of the start-ups, each eligible application must be assessed by at least one external evaluator. In order to be considered “external”, an evaluator must be a professional that is not part of the project’s consortium. When preparing the Application Form, applicants to the IRP call must therefore consider some budget for this activity.

Applicants to the present call must outline in detail in their proposal how they plan to scout and attract the most promising startups (in line with the characteristics outlined above), to guarantee a good number of startups applying to the call that could be considered eligible to participate in the training programme. When applicants describe the workplan, they must take into account that the call to recruit startups must stay open for a minimum of one month and the selected startups must be supported for a minimum of two months.

Training phase

The training programme must be described in detail and include the following subjects:

- the development of robust financial models;
- help to visualise the process of investor decision-making;
- how to become investor ready;
- how to attract the right investors;
- the structuring of fundraising strategies for impact-driven companies.

Applicants must assure that the curriculum is delivered by a diverse, inclusive pool of professionals. More specifically, the pool of professionals who deliver the training programme must be gender balanced. The aim is a 50/50 split of women and men.

³ EIT Urban Mobility measures a company’s net impact using the [Upright Net Impact Model](#), a quantification model. Further information about the EIT Urban Mobility impact investment approach can be found at [Impact Ventures Impact Report 2023](#).

Connect with investors

At the end of each of the three training phases, a pan-European event must be organised to connect the trained startups with potential investors. Applicants must explain in detail how they plan to organise the Demo Days. They must ensure that relevant investors are involved, and that the participating startups are equipped with sufficient tools to showcase their solutions and have a fruitful exchange with them.

Each Demo Day will be considered the **graduation milestone** for the supported startups of each of the three rounds.

3.1.3 Expected outcome and impact

The aim of this call is to prepare startups to become investor ready. To reach this objective, the call will select and finance one proposal, which will allow scouting, recruitment and provision of training services to a minimum of 43 ventures in three scouting and training rounds. The final activity of organising a Pan-European Demo Day for potential investors, where the supported startups can showcase their solutions, would help to ensure this result.

In addition, the minimum of 43 supported startups will be asked to contribute to EIT Urban Mobility's financial sustainability mechanism by allocating 1% of their equity stake to EIT Urban Mobility (via donation or an equivalent instrument) on successful graduation, following the Demo Day of each of the three rounds. The selected startups will be required to sign a Simple Participation Agreement outlining the details of the agreement. This will be compulsory for any recruited startup to benefit from the training and support offered through the programme. The successful applicants to this IRP call must therefore ensure that they can facilitate these processes, by collecting all the required documentation and coordinating the exchange of information between the supported startups and EIT Urban Mobility.

3.2 Key performance indicators (KPIs)

3.2.1 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
EITHE3.1	<p>Number of startups and scale-ups supported by KICs for at least two months in year N, provided the KIC's services contribute to the company's growth (including potential growth).</p> <p>Applicants should justify that the provided services contribute to the company's growth (including potential growth). Examples of such services are mentoring, consultancy on access to finance and markets,</p>	43

	product/service marketing, legal advice, internationalisation and matchmaking. The services should be provided for a total period of at least two months. Startups and scale-ups will be reported by the venture’s country of registration.	
EITHE6.1	Total EUR amount of private and public capital attracted in year N by supported startups/scale-ups (per country) that have received KIC business creation services support or HEI CBI project support for a total duration of at least two months, in a maximum of three years following the last received KIC KAVA, including project support activity.	€1,500,000.000

3.3 Project duration

This call is open to proposals with a duration of **up to 16 months** (the selected project’s tentative start date will be September 2024). All outputs and KPIs should be achieved within the project lifecycle and no later than 31 December 2025. The end date of the projects cannot exceed 31 December 2025.

In exceptional circumstances in which EIT Urban Mobility’s strategic priorities need to be modified, EIT Urban Mobility reserves the right to stop the project activities, following a Go/No Go assessment.

3.4 Financial aspects

3.4.1 EIT funding allocation

The maximum **EIT funding** allocated to this Call is €688,000.00. The present call aims to fund one project. The total project grant will be covered with EIT funding (no co-financing from subgrantees is foreseen).

3.4.2 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.

3.4.3 Financial sustainability

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

In this call, each company that is selected and supported by the Investment Readiness Programme partners must contribute to EIT UM’s financial sustainability mechanism by allocating 1% of its equity stake to EIT

Urban Mobility (via donation or an equivalent instrument) on successful graduation, following the Demo Day of each of the three rounds. A term sheet shall reflect the agreement between the participating company and EIT Urban Mobility.

3.4.4 Fast-track provisions

The successful execution and completion of the activities financed under the framework of the present call may unlock the possibility to receive additional EITUM funding. This process is regulated by the provisions included in the EIT Urban Mobility’s Guidance on the fast-track mechanism.

3.5 Project monitoring and reporting

3.5.1 Monitoring

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 is available as part of the call package.

In particular, EIT Urban Mobility monitors the status (performance, budget and impact) of the project through regular reviews organised on a six-month basis (“project review”). This assessment allows EIT Urban Mobility to evaluate the risk of underperformance and/or underspending, and to provide support for projects by identifying mitigation measures. Ultimately, it allows EIT Urban Mobility to reduce the grant or stop projects that are underperforming, and redirect resources to other actions.

In addition, an Impact Ventures’ point of contact will be assigned to the programme to oversee the implementation of activities, cascade useful information and ensure that activities are implemented in line with EIT Urban Mobility’s Strategic Agenda. In parallel, the Project Leader is expected to regularly update the Impact Ventures’ point of contact. Updates should take place at least once every two weeks and should include an update on the status of execution of tasks for the programme.

3.5.2 Deliverables

The EIT Urban Mobility Impact Ventures Programme follows results-based management of the portfolio, focusing on performance and achievement of results outputs, KPIs and impact. Deliverables should be directly linked to the programme and the expected impact.

In response to this focus, **the proposal must include the following mandatory deliverables** with the following due dates for the three scouting and training rounds.

Mandatory deliverables	Due dates
Report of the scouting, screening and final selection process. List of participating companies, including individual documents (pitch deck, assessments and impact assessments).	At the end of each of the three rounds – indicatively at months 5, 10 and 15

Report on the training curricula delivered to supported startups and the pool of professionals delivering the training modules.	At the end of each of the three rounds – indicatively at months 5, 10 and 15
Investment readiness report per startup. This report will help EIT Urban Mobility to understand in which business-related areas each startup is performing well and which areas need further work to optimize their investment readiness level.	At the end of each of the three rounds, at least one week before the DemoDay – indicatively at months 5, 10 and 15
One-page summary per startup including at least the following information: founding team, company background, solution and competitive differentiation, fundraising plan (fund needs and expected use of funds) and impact focus.	At the end of each of the three rounds, at least one week before the DemoDay – indicatively at months 5, 10 and 15

4. General proposal preparation and submission

4.1 Support on proposal preparation

In the document *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 to assist 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 focus on the call content, challenges and requirements, and on general procedures, such as the submission and evaluation process, financial aspects, and monitoring and reporting activities. A series of online matchmaking opportunities to support consortia building are also foreseen.

Please find details below.

Type of event	Topic covered	Date and time (CET)	Access to platform
Webinar	Launch of the call information session: scope and challenges of the call, tips for applicants.	To be announced soon	Zoom/Teams

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 the call content. These are the key contact details of the EIT Urban Mobility team for questions related to this call.

Type of contact	Email
Legal, financial, administrative and general procedures	pmo@eiturbanmobility.eu
Impact Ventures	investments@eiturbanmobility.eu

4.2 Proposal submission

4.2.1 How and when to apply

Before starting a proposal, the applicant (Project Leader) must register on the following two platforms.

- [The EU Funding & Tender Opportunities Portal](#), to obtain the nine-digit Participant Identification Code (PIC number). If the participant already has a PIC number, there is no need to register again.
- The EIT UM submission platform.

The following documentation must be submitted by the Project Leaders through the EIT UM submission platform no later than **19 June 2024 (Final deadline of the call) at 17:00 CET**.

- application form (**mandatory**)
- proofs, such as contracts, service agreements and similar documentation of having successfully supported companies that have secured EU funding instruments (**mandatory**)

Please read the registration and submission processes carefully. They are outlined in the *Guidelines for Applicants* document. Be aware that to confirm the registration of a new entity in the EIT UM submission platform can take 1 to 2 working days. Therefore, ensure that **all project partners** are correctly registered in the EIT UM submission platform 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 the eligibility and admissibility of the proposals and, if successful,
- start to evaluate the content with external experts.

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 EIT UM submission platform, is written in English, and has all the mandatory sections, annexes and attachments.									
2. Applicant registration	Applicants respect the requirements defined in Section 2.2 and are fully registered in both the EU Participant Portal (PIC number) and the EIT UM submission platform. NB: any information that is missing from the Partner Information Form in the EIT UM submission platform may result in the complete ineligibility of the project.									
3. KPIs addressed	All proposals must identify and address the minimum mandatory related KPIs: <table border="1" style="margin-left: 20px;"> <thead> <tr> <th style="background-color: #0056b3; color: white;">KPI Code</th> <th style="background-color: #0056b3; color: white;">KPI title</th> <th style="background-color: #0056b3; color: white;">Minimum target</th> </tr> </thead> <tbody> <tr> <td>EITHE3.1</td> <td>Startups and scale-ups supported by KICs</td> <td>43</td> </tr> <tr> <td>EITHE6.1</td> <td>Investment attracted by KIC-supported startups and scale-ups</td> <td>€1,500,000.000</td> </tr> </tbody> </table>	KPI Code	KPI title	Minimum target	EITHE3.1	Startups and scale-ups supported by KICs	43	EITHE6.1	Investment attracted by KIC-supported startups and scale-ups	€1,500,000.000
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EITHE3.1	Startups and scale-ups supported by KICs	43								
EITHE6.1	Investment attracted by KIC-supported startups and scale-ups	€1,500,000.000								

Applicants whose proposals fail 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.

If information linked to KPIs, partner registration and the declaration is missing or incomplete, applicants will have five calendar days from the official communication to complete 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. If a single consortium partner is found to be ineligible, this

partner will withdraw. EIT Urban Mobility will then check whether the proposal is still eligible or not. The applicant will be informed accordingly.

Applicants whose proposals are deemed inadmissible/ineligible may dispute the ineligibility decision. An appeal must be made within five calendar days of the official EIT Urban Mobility notification of ineligibility (see the *Appeal procedure* document published on the call webpage).

5.2 Evaluation of proposals

Each evaluation phase is comprised of 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 to the call topic in which it has been submitted, and on the main challenges and KPIs reflected in the EIT Urban Mobility Strategic Agenda. Only proposals that successfully pass the strategic fit evaluation will move on to the full proposal evaluation.

In line with the provisions set out in the call, the evaluation criteria that define the strategic fit will be evaluated first by one internal evaluator, independently from the full evaluation performed by the external evaluators.

Only applications with a total score **equal or above nine points** (threshold) can be considered for the next steps, i.e. the full proposal evaluation.

Evaluation criteria	Description	Max. score
Strategic fit	<ul style="list-style-type: none"> The application contributes to the EIT Urban Mobility Strategic Objectives, especially those noted in Section 2.1.2. 	5 points
	<ul style="list-style-type: none"> The application is aligned with the call specific requirements, as indicated in Section 3. 	5 points

	<ul style="list-style-type: none"> The proposal provides a credible strategy for financial sustainability and contributes to achieving EIT Urban Mobility's vision to become an impact investor in urban mobility startups. 	5 points
Total points		15 points

5.2.2 Full evaluation

If the proposal passes the strategic fit evaluation, it will continue to the full proposal evaluation stage. The full evaluation is the second step of the evaluation process. Its purpose is to assess the excellence, impact, implementation and overall quality of the proposals that passed the strategic fit evaluation.

Three external expert evaluators will be invited to evaluate the proposals and produce a summary evaluation report (SER) for each assessed proposal. The result of each SER will be sent to the Selection Committee.

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

Evaluation Criteria	Description	Max. score
Excellence, novelty, and innovation	Coherence of the intervention logic	
	<ul style="list-style-type: none"> The proposal objectives are SMART (specific, measurable, achievable, realistic and time bound). 	5 points
	<ul style="list-style-type: none"> The aim and the objectives of the proposals are clearly related to outcomes and results. 	5 points
	Thought leadership and results focus	
	<ul style="list-style-type: none"> The proposal demonstrates its need and relevance for society, ventures or the market. 	5 points
	Relevance of the consortium	
	<ul style="list-style-type: none"> The applicant/s demonstrates experience in the management of early-stage companies, the facilitation of training programmes/workshops, strategy development, drafting reports and preparing and managing meetings effectively. 	5 points
	<ul style="list-style-type: none"> The applicant/s demonstrates experiences in delivering at least three projects in the following fields in the last five years: <ol style="list-style-type: none"> European Innovation Fund (EIF) European Investment Bank (EIB) European Innovation Council (EIC) Venture scouting Incubation, acceleration and scaling of mobility ventures Early-stage investments in mobility ventures Knowledge and partnerships with EU startup ecosystems and other stakeholders, such as Invest Europe, European Competition Network (ECN), European Business Network (EBN), and European Business Angel Network (EBAN) 	5 points

	H. Knowledge in and partnerships with mobility ventures and ecosystems located in Regional Innovation Scheme (RIS) Countries and Horizon Europe Widening countries; I. Knowledge and partnerships in EU widening countries.	
Quality and efficiency of Implementation	Coherence and effectiveness of the workplan, including appropriateness of the allocation of budget, tasks and resources	
	• The proposal includes a clear overview of the core tasks/work packages and timeframe needed to fulfil the project.	5 points
	• The proposal includes a detailed description of the resources planned to be utilised for each core task/work package.	5 points
	• The proposal includes a description of the venture scouting strategy and its capacity to recruit European impact mobility ventures meeting EIT Urban Mobility focus areas.	5 points
	• The proposed outcomes are clearly defined and realistic according to the timeframe and budget.	5 points
	• The proposal provides clear concrete value to the participating ventures, based on participant quality assessment attributed to the programme.	5 points
Impact and financial sustainability	Ambition of the proposal and contribution to expected impact	
	• The proposal's expected impacts are at a quantitative and/or qualitative level.	5 points
	• The proposal clearly reflects a potential pan-European impact.	5 points
	• Social, economic and innovation impacts of the proposal are covered.	5 points
	Extent to which the proposal strengthens competitiveness and growth	
	• The proposal has a clear and effective plan to target innovative early-stage mobility startups looking for fundraising.	5 points
	• The proposal has measures in place to ensure a tailored scouting approach and a well-defined evaluation process, to select high quality startups tackling urban mobility challenges.	5 points
Total points		75 points

The full proposal's evaluation will consider both the initial strategic fit score (15) and the full evaluation's scores. The total scoring of 90 points is distributed as follows.

Strategic fit	15 points
Excellence	25 points
Implementation	25 points
Impact	25 points
Total points	90 points

If proposals receive the same score, 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.

5.2.3 Portfolio selection process

The Selection Committee will consider the following factors and will add 15 points to the final score obtained by each proposal in the previous evaluation stages. The Selection Committee is composed of three members of the EIT Urban Mobility Executive Management Team.

Evaluation criteria	Description	Max. score
Business intelligence	<ul style="list-style-type: none"> Track record of entities in terms of performance (KPIs, quality of deliverables, demos), if applicable. Track record of the identified partner in terms of their contribution to EIT Urban Mobility financial sustainability, if applicable. 	5 points
EU dimension	<ul style="list-style-type: none"> Entities providing pan-European outreach in the scouting process. 	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 EIT Urban Mobility. 	5 points
Total points		15 points

Proposals that do not meet a **minimum threshold of three points** for business intelligence and portfolio fit will not be considered eligible for funding. If two or more applications receive the same score, priority will be given to the application with the highest score in the following clusters (and in the following order): impact, excellence and implementation.

5.3 Communication of results to applicants

The Project Leader will receive a communication from EIT Urban Mobility with the results of the evaluation (SER). If the proposal is pre-selected, the evaluation results may include a set of conditions and/or recommendations to be met within a defined and non-negotiable period. The Project Leader of a conditionally pre-selected proposal will need to respond and update the proposal according to these conditions within the timeframe. If the Project Leader fails to comply with the conditions and/or recommendations or does not respond in the time allocated, EIT Urban Mobility reserves the right to withdraw the conditional notification. Should this occur, the next proposal on the ranking list will be contacted.

5.4 Appeal on evaluation results

Applicants who disagree with the decision may appeal only if a SER comment clearly contradicts the information provided in the application. In this case, the applicant will have five calendar days from the

receipt of the final evaluation's results to submit an appeal. See the *Appeal Procedure* document published on the call webpage.