

Call FAQ

SME Market Expansion Call 2026

Eligibility

What qualifies as 3 FTE?

You should have at least 3 people available to work full time on the project, during the project duration. These 3 people can be, for example (non-exhaustive list):

- 3 full time employees from your SME
- 1 full time employee and a combination of part-time employees from your SME whose dedication to the project combined amounts to 3 full time employees
- 2 full time employees and 1 full time free-lancer who meaningfully contributes to the project team

How do we prove we have 3 FTE in our proposal?

To ensure your proposal is eligible, if you have at least 3 FTE, you must write 3 (or more) in the Partner Information tab under Full-Time Equivalent (FTE) Employees in your proposal in Netsuite. Later, under Project Scope > Implementation > Project Team, you can describe the people who will support the project.

In section 3.1 of the call, it states that applicants must demonstrate “a proven track record of product development, innovation and sales.” What kind of evidence is expected to prove this?

In the application form, you will have to describe your entity's experience with product development, innovation, and sales. In addition, you will have to highlight past and existing customers and your level of traction in the market.

How do we prove that our product already has a TRL of 7 or higher?

While there is not a place in the application where you must prove this officially, it is required that the product or service you propose has a TRL of 7 or higher.

Are SMEs that were awarded in RAPTOR 2025 or from the SME Market Expansion Call 2024 eligible to apply for this call?

Yes. The point noted in 2.1 of the call stating that “SMEs previously selected and funded for the previous EIT Urban Mobility SME Market Expansion Open Call (2025) are not eligible to apply for this call” only applies to SMEs that were funded for the SME Market Expansion Open Call 2025.

Financial Aspects

If we go down the Sales Pathway for the FSM, can we include the fixed fee in our project budget?

No, you should plan to cover the fixed fee with your own funds.

Does the commercial agreement need to be agreed on in order to apply to the Call? In the application stage, you should have in mind the sales pathway terms listed in 4.2 of the call manual. If your proposal scores highly enough to be pre-selected for funding, your SME are obliged to sign a commercial agreement in March/April of 2026 before starting your project.

What is the duration of the success fee?

The services and membership have a duration of 12 months. The success fee is applicable during the 12 months of the contract and then 24 months after the duration of the contract, since contracting the qualified leads may take longer than 12 months.

End-Client

Does the end-client need to commit to buying the product or service developed in the project?

It is not required that the end-client purchase the product or service developed in the project. However, keep in mind that in order to receive the full grant, selected SMEs must complete the KPI EITHE02.4 Marketed Innovations, which is a documented proof demonstrating that purchases of at least 10,000 EUR have been made by a client or clients (who may or may not be the end-client).

We have multiple end-clients interested. Would it strengthen our application to submit more than one end-client letter?

Your project should involve only 1 end-client and therefore your proposal should include only 1 end-client letter. If you believe you have an unusual case and are not sure which end-client to go with, you can contact us for specific advice.

What are the requirements for the location of the end-client? Do they need to be in the EU? Do they need to be in the same country as us?

There is no rule about the country of the end-client. It can be from the same country as your SME or a different country. It can be an end-client based in or outside the EU.

General Questions

Our project addresses two of the Call topics, but the application form only allows us to select one. What should we do?

Choose the call topic that best fits your proposal.

We are not sure which call topic is the right fit for our proposal. What should we do?

Get in touch with us via email and we will be happy to discuss it with you.

We have more than one project idea. Can we submit more than one proposal?

See the call manual in section 2.1, where it explains:

“An SME may submit multiple proposals; however, only one proposal per applicant can ultimately receive funding. If several proposals are submitted by the same SME, a maximum of two may be invited to the online panel hearing stage. Following the panel, only the highest-ranked proposal from that SME may be selected for funding.”