Call Manual

SME Market Expansion Open Call 2027

Under the KIC Business Plan 2026-2028

EIT Urban Mobility

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eiturbanmobility.eu

HISTORY OF CHANGES			
Version	Publication Date	Change	Page
1.0	09.10.2026	Initial version	n/a
1.1	19.10.2026	Section 3.5. Gender and Diversity: Link to Gender Equality and Inclusion Policy and Action Plan 2025-202 has been updated.	15
1.2	27.10.2026	Section 5.2.3. EU restrictions on participation updated: Hungary-specific eligibility restrictions removed. Section 4.1. KIC funding and co-funding rate: column 2 header title clarified to *Indicative KIC funding*	25 22
1.3	10.11.2026	Section 5.2.2 clarified which PIF fields can be rectified during the rectification period	25

Disclaimer

This Call Manual may be subject to updates, including corrections, modifications, or clarifications. Any changes will be published on the official Call page on the EIT Urban Mobility website. Applicants are therefore encouraged to regularly consult the Call page to ensure they are informed of the latest updates.

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Abbreviations

CET	Central European Time
EIT	European Institute of Innovation and Technology
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 meets the objectives of the EIT
EIT UM	EIT Urban Mobility
FS Contribution	Financial Sustainability Contribution
FSA	Financial Support Agreement
FTE	Full-Time Equivalent
HE MGA	Horizon Europe Model Grant Agreement
IPR	Intellectual Property Rights
KAVA	KIC-added value activity
KIC	Knowledge and Innovation Community
KPI	Key Performance Indicator
PIC	Partner Identification Code
PIF	Partner Information Form
PVS	Partners Validation Service
SME	Small and medium-sized enterprises
TRL	Technology Readiness Level

Definitions

Deliverable	Deliverables are tangible or intangible goods or service produced during the project implementation phase. They track the progress made towards a project's objectives and may take the form of a report, document, software product, course, event or any other building block of a project. The deliverables specified need to fully demonstrate the project's achievements and the judicious use of public funds.
Horizon Europe Model Grant Agreement	The Horizon Europe Model Grant Agreement (HE MGA) sets out the rights and obligations and the terms and conditions applicable to the implementation of the EIT grant.
Knowledge Triangle Integration	The EIT is established to complement existing Union and national policies and initiatives by fostering the integration of the knowledge triangle – higher education, research and innovation, and business creation – across the Union.
SME	Small or medium-sized enterprise (SME) within the meaning of European Commission Recommendation 2003/361/EC concerning the definition of micro, small and medium-sized enterprises. Guidance on the SME definition is available on the European Commission's SME definition page.

1. Introduction

1.1. Information on the EIT

The European Institute of Innovation and Technology (EIT) is a European Union body created in 2008 by the European Union (EU) to enhance Europe's ability to innovate by nurturing entrepreneurial talent and supporting groundbreaking ideas. Through its "knowledge triangle" model, the EIT connects leading companies, universities, and research centres to form dynamic cross-border partnerships called Knowledge and Innovation Communities (KICs). These entities work collaboratively to address major societal and economic challenges, promote sustainable growth, and accelerate the development and market uptake of innovative solutions across a wide range of sectors.

1.2. Information on EIT Urban Mobility

EIT Urban Mobility, as one of the KICs, is Europe's leading innovation community with the vision to accelerate the transition towards sustainable urban mobility that improves quality of life in cities, enabling greener, safer, more inclusive and more liveable urban environments across Europe.

EIT Urban Mobility's mission is to bring together Europe's leading actors in mobility, including cities, companies, research institutions and universities, to deliver solutions that are scalable, inclusive and aligned with EU policy priorities. EIT Urban Mobility advances its mission through integrated education, innovation, business creation and ecosystem building activities, strengthening Europe's competitiveness while contributing to societal and climate objectives.

2. Overview of key information on the call

Call reference number, acronym	EIT Urban Mobility/SME Market Expansion Open Call 2027
Call opening and deadline for applications	**Call publication / opening:** 9 October 2026 **Deadline for applications** 1 December 2026 at 5:00 p.m. CET
Evaluation and implementation timeline (indicative)	**Evaluation of proposals:** - **Phase 1: Quality Evaluation:** December 2026 - January 2027 - **Phase 2: Panel hearing:** February 2027 **Communication of results to applicants:** March 2027 **Conditions clearance and signature of subgrant agreement:** March – April 2027 **Tentative start of the projects:** 1 April 2027 **Tentative end of the projects:** 31 October 2027
Indicative EIT funding allocated to this call	The indicative EIT funding allocated to this Call is EUR 600,000
List of call documents	• Call Manual • Application form as available on the submission platform • Guidance for applicants • Declaration of honour template • Financial Support Agreement template • End client (public entity) commitment letter template • End client (private entity) commitment letter template • Pitch deck template • EIT Urban Mobility IP Strategy Checklist • Declaration of Background and Foreground Intellectual Property Rights • FAQ
List of reference documents (with links)	• Project Implementation Handbook • Appeal Procedure • EIT Impact Framework (2022-2027) with codes.pdf • EIT Urban Mobility Communication guidelines • EIT Urban Mobility Brand Book
Link to the submission portal	**Step 1** • Register your organisation in the EU Funding & Tender Opportunities Portal to obtain the nine-digit Participant Identification Code (PIC number). If you do not know if your organisation already has a PIC number, you can verify directly on the EU Portal (click here) whether your organisation is already registered. **Step 2** • To register in the EIT UM Programmes Portal (NetSuite), click *"Register"* if your entity is not yet registered in the system. Then

	select Option 1: *"I am an organisation/individual"* and complete the Partner Information Form with the required details. If the system denies your registration because the PIC number corresponds to an already registered entity, or because your email address is associated with an existing entity, please contact servicedesk@eiturbanmobility.eu. If you are already registered in the Programmes Portal (NetSuite) please log in by going to step 3. **Step 3** • Access the Programmes Portal (NetSuite) and find Open Calls under *Grant Management --> Grant Management --> Open Calls*. IMPORTANT: EIT Urban Mobility may take **up to two working days to process your registration** in the Programmes Portal (NetSuite) and cannot guarantee last-minute registration requests, especially during peak periods close to the call deadline. Therefore, please ensure that you have correctly registered on the submission tool a few days before the deadline. Please follow carefully the steps explained in Section 7. Proposal submission process and in the Guidelines for Applicants.
Topics to be addressed	• Urban Logistics • Public and Shared Mobility • Electrification of Transport and Alternative Fuels • Mobility Data Management • Health and Mobility
Contact point Q&A	All applicants may contact EIT UM Innovation area for any questions related to this call: agileinnovationteam@eiturbanmobility.eu
Further information to interested applicants	1. **Call Info Session: 8 October 2026** 10.00 – 11.00 CET (Barcelona) Register on Zoom (Recording will be available afterwards on EIT UM YouTube.

3. Description of the call

3.1. Purpose and scope of activities

The **SME Market Expansion Open Call** contributes to the EIT Urban Mobility´s mission by supporting small and medium-sized enterprises (SMEs) in bringing innovative urban mobility solutions to new markets and customers. By accelerating commercial deployment and market adoption, the Call helps innovative companies grow while enabling cities and businesses to access proven solutions that address pressing urban mobility challenges.

The Call is designed to promote business growth and market expansion by supporting the validation and commercial deployment of innovative solutions in new customer segments, sectors or geographical markets. Through this approach, EIT Urban Mobility aims to accelerate the replication and scaling of impactful mobility innovations across Europe.

3.1.1. Purpose of the call

The **SME Market Expansion Open Call** is a **mono-beneficiary** call that supports small and medium-sized enterprises (SMEs) in accelerating the commercial deployment of a **significantly improved product or service by expanding into a new customer segment, sector or geographical market**.

The Call targets SMEs with commercially mature solutions that have already demonstrated market validation and are ready to expand beyond their current market. **Projects should focus on adapting, validating and demonstrating the proposed solution with a committed end client**, generating evidence that supports commercial adoption, future replication and scale-up.

Each project is implemented in collaboration with an end client, either a public or private organisation, that actively participates in testing and demonstrating the proposed solution in a real operational environment. This collaboration enables SMEs to validate their solution under real operating conditions, build customer references and strengthen their commercial offering in the target market.

The Call is intended for SMEs seeking to accelerate commercial adoption through market expansion rather than early-stage research or technology development.

Applicants should carefully review the eligibility conditions, specific requirements and evaluation criteria described in this Call Manual to ensure that their proposal is aligned with the objectives and scope of the SME Market Expansion Open Call.

3.1.2. Scope of activities

The aim of this call is to support SMEs in expanding **into new customer segments, sectors, or geographical markets** by deploying a **significantly improved product or service** with strong commercial potential.

For the purpose of this Call, **market expansion** means entry into a new customer segment, new sector, or a new geographical market in which the applicant does not yet have an established commercial presence. Applicants must clearly explain how the target market differs from their current customer base and commercial activities. Previous exploratory activities or limited testing do not necessarily constitute an established commercial presence, provided that the proposed project represents a genuine new expansion opportunity.

Note: If the proposed product or service has previously received (co)funding from EIT Urban Mobility through Innovation calls, they must clearly demonstrate how the proposed innovation constitutes a significant advancement over the earlier funded version. EIT Urban Mobility retains the right to exclude such proposals from further evaluation if they do not meet this requirement, in line with the principle of avoiding double funding for the same innovation.

3.1.3. Call topics – priority domains

This Call contributes to the implementation of the EIT Urban Mobility Business Plan 2026–2028 by supporting the market deployment, replication and scaling of solutions aligned with its **five priority domains**. These priority domains provide the common strategic framework for EIT Urban Mobility's innovation activities and represent the areas in which EIT Urban Mobility is best positioned to deliver measurable environmental, societal and commercial value.

Applicants must identify one primary domain to which their proposal contributes. Proposals may address more than one domain or incorporate cross-cutting technologies and approaches, such as artificial intelligence, automation, robotics or urban resilience. However, applicants must identify the domain that best represents the proposal's principal contribution and expected impact.

Within this strategic framework, portfolio complementarity may be considered during the evaluation to support a balanced and coherent portfolio.

For the purposes of this Call, the **five Call topics correspond to EIT Urban Mobility's five priority domains**:

Urban Logistics

- Solutions that **reduce the negative externalities of urban logistics** - such as congestion, emissions, noise, safety risks and pressure on public space - **while improving efficiency, resilience, sustainability and integration with the urban environment.** This includes innovations addressing retail and general freight logistics, service logistics, parcel and last-mile logistics, construction logistics, waste and reverse logistics, and food and temperature-controlled logistics.
- Innovative business models, technologies and governance approaches that enable **smarter and more collaborative urban logistics systems** are particularly encouraged, including interoperability and engagement with operators, cities and users.

Public and Shared Transport

- Solutions that **strengthen inclusive and resilient public and shared mobility systems**, contributing to modal shift away from private cars by making services more attractive. This includes innovations that encourage multimodality by integrating public transport with shared mobility, improve accessibility and user experience, and enable operation and service optimisation.
- Innovative business models and technologies that **enable more flexible and user-centric public mobility networks,** particularly in underserved, low-density contexts where conventional public transport alone cannot efficiently meet all user needs, are encouraged.

Electrification of Transport and Alternative Fuels

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- Solutions that advance zero-emission urban mobility across the electrification value chain. This includes vehicle and fleet technologies, retrofitting, battery and energy storage systems, smart and dynamic charging infrastructure, grid integration, and solutions that improve battery performance, lifespan, reuse and recycling.
- Alternative fuel solutions, including hydrogen applications, that complement electrification in specific urban mobility use cases, reduce barriers to adoption, and integrate effectively with urban infrastructure and energy systems.
- Solutions should demonstrate clear added value for urban mobility, contribute to more resilient urban transport systems, and show strong potential for adoption and scale.

Mobility Data Management

- Solutions supporting **mobility system orchestration, integrated planning and data-informed decision-making by cities and public authorities.** This includes innovations that enable Sustainable Urban Mobility Plans (SUMPs), integrated transport planning, citizen engagement, resilience and disruption management, and regulatory monitoring and enforcement, making use of technologies such as AI, advanced analytics and digital platforms, where appropriate.
- Solutions are expected to be **modular, interoperable and aligned with European standards,** enabling scalable and replicable solutions across cities.

Health and Mobility

- Solutions that support longer, healthier lives and better quality of life through active mobility and healthier urban environments. This includes making **walking and cycling safer, more convenient, inclusive and better integrated into the urban environment,** as well as reducing exposure to air and noise pollution. Public space design and behavioural change approaches should go beyond awareness campaigns and form part of an innovative, market-oriented solutions with potential for adoption by public and private actors.

- Solutions that **reduce road deaths and serious injuries and advance Vision Zero**, particularly for pedestrians, cyclists and other vulnerable road users. This includes innovations that prevent crashes, improve the safety of roads, identify and monitor risks, or support safety-informed planning and decision-making.

3.2. Main requirements for applicants

Applicants must carefully review this section to ensure their entities fit the requirements of the programme for which they are applying.

3.2.1. Who can apply

This call is open to **mono-beneficiary proposals** submitted by a single SME[1] that meets **all** of the following requirements:

- The SME must be **registered as a legal entity**, before the official call deadline, in **a Member State of the European Union**[2] or a Third Country associated with Horizon Europe[3].
- The SME must employ a minimum of **three (3) full-time equivalent (FTE)** staff members[4] in the EU Member States and/or Horizon Europe associated countries.

Please note that to broaden access to funding, avoid consecutive annual awards to the same SMEs, and ensure a more balanced distribution of support across the ecosystem, SMEs that were selected and funded under the previous EIT Urban Mobility SME Market Expansion Open Call (2026) are not eligible to apply for the 2027 edition of the Call.

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, only the highest-scoring proposal may be invited to the online panel hearing stage.

More information about eligibility and admissibility can be found in Section 5 “Call Criteria”.

3.2.2. Specific requirements

Proposals submitted to this Call must:

[1] Please refer to the European Commission’s definition of SME: https://single-market-economy.ec.europa.eu/smes/sme-definition_en.
[2] Including their outermost regions and the Overseas Countries and Territories (OCT) linked to the Member States. OCT are eligible for funding under the same conditions as entities from the Member States to which the OCT in question is linked. Please see the Horizon Europe Programme Guide on the portal for a complete list of OCTs: https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/horizon/guidance/programme-guide_horizon_en.pdf
[3] Third countries associated with Horizon Europe are listed here: https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/guidance/list-3rd-country-participation_horizon-euratom_en.pdf
[4] Part-time employees may be counted toward the FTE requirement. For example, two full-time and two part-time employees are acceptable.

- Offer **solutions** that address a clearly identified need of a public or private actor within the urban mobility ecosystem, such as city authorities, passenger transport operators, logistics and mobility providers, energy companies, the police and security services, and other relevant stakeholders.
- Address one of the **Call topics** defined in Section 3.1.3 of this Call Manual.
- Include a signed letter from an end client showing interest in testing the solution (see the "End client" Section 3.2.3).
- Include a pitch deck in a PDF or PPT format. Suggested template is available on the Call webpage.
- Propose a product or service at **Technology Readiness Level (TRL) 7** or higher[5].
- Propose a realistic and achievable scope within a maximum implementation period of seven months, from **April to October 2027.**
- Complete the planned **testing of the product/service** with the end client within the project period.
- Commit to delivering EIT Urban Mobility **KPI and deliverables** by the end of the project (see Section 3.6 and Section 3.7 for further details).

Companies applying to this Call with solutions that have already received funding or (co)funding from EIT Urban Mobility, and that do not demonstrate substantial new innovation or added value, will be considered out of scope.

3.2.3. End client and commitment letter

Projects funded under this Call shall be implemented in collaboration with a **committed end client**, which may be either a public or private organisation. The end client plays a central role in validating the proposed solution by participating in its testing and demonstration in a real operational environment. The end client should be directly relevant to the proposed market expansion and have a genuine interest in exploring the future adoption, deployment or commercial use of the solution, where appropriate.

The applicant SME and the end client must be separate and independent legal entities. The SME cannot be a shareholder of the end client, and the end client cannot be a shareholder of the SME.

At the proposal submission stage, **applicants must submit a signed End client Commitment Letter** from the identified end client. The letter must be provided in English on the organisation's official letterhead and include its logo, address, and the name and position of the authorised representative.

As public and private organisations typically follow different pathways towards adopting innovative solutions, applicants must use the appropriate template corresponding to their end client.

- **Private end client:** For private organisations, the letter should demonstrate a clear commercial interest in the solution and, if successful, an intention to explore a future commercial relationship with the SME (e.g. procurement, purchase, licensing, subscription, or long-term service agreement).

5 EURAXESS, Technology Readiness Levels (TRLs): https://euraxess.ec.europa.eu/career-development/researchers/manual-scientific-entrepreneurship/major-steps/trl

- **Public end client:** For public organisations, the letter should demonstrate a clear intention to test and validate the solution within the project and, if successful, to explore its future deployment through the organisation's applicable procurement or innovation adoption processes.

Regardless of the template used, the letter should be clear and specific and include the following aspects:

- why the organisation is interested in the proposed solution;
- the relevance of the solution to its operational needs or strategic objectives;
- its commitment to participate in testing, demonstration and validation activities during the project;
- its intention to continue collaborating with the SME if the project is successful;
- the expected pathway towards future deployment or commercial adoption of the solution after the project.

Templates for both public and private end clients are available on the call webpage.

3.2.4. Contribution to EIT Urban Mobility's financial sustainability

In line with the European Institute of Innovation and Technology (EIT) principles and the long-term financial sustainability objectives established for all Knowledge and Innovation Communities (KICs), EIT Urban Mobility has developed a Financial Sustainability Mechanism (FSM) to progressively reduce its dependency on EIT funding while reinforcing the resilience of Europe's urban mobility innovation ecosystem.

As part of the SME Market Expansion Call, selected applicants will be required to enter into a separate Commercial Agreement with EIT Urban Mobility, establishing a one-off fixed revenue share of €5,000.

The fixed revenue share will become payable upon a verified commercial sale of the supported solution, in accordance with the conditions established in the Commercial Agreement. The qualifying commercial sale may take place during project implementation or within the applicable period following project completion as agreed in the relevant Commercial Agreement.

The revenue share amounts to €5,000 irrespective of the value of the commercial sale and is to be paid only once. Once the revenue share has been triggered and paid, no additional revenue share will be due under this mechanism in relation to subsequent sales.

The fixed revenue share will be governed by a Commercial Agreement separate from the Grant Agreement. The project grant will be governed by the Grant Agreement and its applicable project implementation and performance requirements.

The Commercial Agreement will define the applicable conditions, including the definition of a verified commercial sale, the applicable period, supporting evidence and reporting requirements, and payment terms.

Selected applicants will be required to sign both the Grant Agreement and the separate Commercial Agreement prior to the start of the project.

In case of further questions, please contact: **agileinnovationteam@eiturbanmobility.eu**

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3.3. Project implementation

Projects funded under this Call must be implemented in accordance with the requirements set out by EIT Urban Mobility and the conditions of the Financial Support Agreement. Project implementation must follow the principles of transparency, sound financial management, and responsible use of public funds. The selected applicants will be required to:

- implement their project activities within the maximum duration given by the call;
- establish compliance with the specific deliverable and KPI requirements;
- comply with visibility, communication, dissemination, and IPR obligations defined in the Financial Support Agreement.

The selected applicants will be expected to engage proactively with EIT Urban Mobility team during the implementation period, including responding to information requests, participating in follow-up checks, and submitting deliverables and KPIs within the deadlines. Failure to comply with the implementation requirements may result in the withholding of subsequent grant instalments or termination of the support.

During the implementation, the EIT Urban Mobility may, at its discretion, provide Partners with additional tools to support further acceleration of the market expansion, including visibility support and access to the ecosystem.

Communication, dissemination and visibility

All activities funded by EIT Urban Mobility need to follow specific mandatory communication and dissemination rules.

Unless otherwise agreed with EIT UM, subgrantees must promote the funded project and its results by providing targeted information to multiple audiences (including the media and the public). Before engaging in a communication or dissemination activity expected to have a major media impact, subgrantees must inform EIT UM.

Subgrantees must acknowledge EIT Urban Mobility and EIT support in all communication and dissemination activities. When communicating about the project, subgrantees must use the appropriate EIT Urban Mobility and EIT branding and include the acknowledgement that *"EIT Urban Mobility is supported by the European Institute of Innovation and Technology (EIT), a body of the European Union"*, in accordance with the EIT Urban Mobility Communication Guidelines and Brand Book.

Any communication or dissemination activity related to the funded project must use factually accurate information. Moreover, it must indicate the following disclaimer (translated into local languages where appropriate):

"Funded by the European Union. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union or [name of the granting authority]. Neither the European Union nor the granting authority can be held responsible for them."

Further details on how to comply with EIT UM and Horizon Europe communication, dissemination and visibility rules can be found in EIT Urban Mobility Communication guidelines and EIT Urban Mobility Brand Book.

3.4. Intellectual Property

Protecting intellectual property (IP) is a prerequisite for successful commercialisation. Given the scope of this Call, any solutions put forward should already have in place an associated IP strategy. Furthermore, proposals should demonstrate that it is commercially "safe" to make or sell the proposed solution, without infringing on existing third-party IP rights. The *EIT Urban Mobility IP Strategy Checklist,* available on the Call website, provides guidance to applicants on all aspects to consider for a sound IP strategy.

If selected for funding, applicants will be required to complete and sign the Declaration of Background and Foreground Intellectual Property Rights, available on the Call website.

Ownership and use of intellectual property rights

Applicants retain full and exclusive ownership of their prior information and intellectual property rights. By submitting their application, applicants confirm that they own or lawfully hold, and have secured or will secure in due time, all rights and permissions necessary to use all elements of the innovative product or service included in their application, or that they will take appropriate measures to secure and protect such rights during the project.

Applicants agree to indemnify and hold harmless EIT Urban Mobility, the EIT, and/or any assignee or affiliate from any third-party allegations or claims of intellectual property rights infringement by the product or service of applicants. Applicants shall have the right to further develop, use and license their intellectual property rights for creating, making, marketing, and distributing products, services, and technology. Applicants agree to respect the IPR (Intellectual Property Rights) Rules (Article 16) of the Model Grant Agreement and Article 10 of the Financial Support Agreement (Common Subgrant Agreement Model).

3.5. Gender and Diversity

Diversity drives better solutions to global challenges and is key to delivering impactful urban mobility innovation. To build more liveable cities that serve all community groups, we must ensure mobility products and services are inclusive by design and developed by diverse teams. Diverse teams bring a broader range of perspectives, enabling a deeper understanding of users' varied needs and leading to more innovative, inclusive, and widely adopted solutions that can reach broader markets.

In line with the EIT Urban Mobility Gender Equality and Inclusion Policy and Action Pan 2025-2027, we aim to support organisations that actively promote gender equality and embrace diversity in all forms. Projects applying to this Call should:

- Demonstrate how gender and diversity are integrated into the design, development, and implementation of outputs (e.g. products, services, pilots, marketing), including gender/sex analysis and consideration of the needs of diverse user groups.
- Describe the project team in terms of gender and diversity, highlighting active roles of women and underrepresented groups, especially in leadership and decision-making positions.

3.6. Deliverables

Selected applicants will be required to submit the following **mandatory deliverables** that demonstrate the work performed and results achieved during the project implementation.

Deliverable	Description	Expected month of delivery
DEL 1: Project Communication Factsheet	Document providing key project information to support communication, dissemination and visibility activities.	Month 1
DEL 2: Project Impact Assessment Strategy	Document defining the project's impact measurement approach, including the quantitative indicator(s) to be monitored throughout the project in accordance with the EIT Urban Mobility Impact Assessment Framework.	Month 1
DEL 3: Confirmation letter from end client	Signed letter from the end client confirming that the agreed testing and demonstration activities were completed and summarising the main results and the value delivered.	Month 7
DEL 4: Project Report	Project report detailing the workplan implementation, achieved results, quantitative impact, and overall project delivery. The deliverable must also include evidence of the demonstration activities carried out (including images) and a description of the follow-up collaboration with the end client. The document shall also include information about the project´s compliance with the *EIT Urban Mobility Communication Guidelines* and the *EIT Urban Mobility Brand Book*, as well as general promotional information about the subgrantee and the project.	Month 7

EIT Urban Mobility will provide templates for all required deliverables, specifying the minimum content and requirements. The template must be completed by the subgrantee and submitted via the EIT UM Programmes Portal (NetSuite) by the end of the project.

Annex I provides detailed information about the link between the deliverables and the lump sum payment mechanism and potential grant reductions if deliverables are not met by established deadlines.

3.7. Key Performance Indicators (KPIs)

All submitted proposals **must include the following EIT KPI** with a **minimum target of 1** to be achieved by the end of the project:

KPI Code	KPI description	Expected month of delivery	Minimum target expected
EITHE02.4	**Marketed Innovations:** Number of innovations introduced on the market with a documented sales revenue of at least 10 000 EUR.	Month 7	1

Proposals selected for funding will be required to provide the supporting evidence as outlined in Annex I by the end of the project. Annex I also provides information about the link between the KPI and the lump sum payment mechanism and potential grant reductions if KPI is not met.

Full KPI description is available in Annex II.

Optional KPIs

1. KPI EITHE04.4 Startups created

Given the call's emphasis on market expansion, proposals that include the optional **KPI EITHE04.4 Startups created** will be viewed favourably and can receive **up to 5 additional points** under the "KPI addressed" assessment criteria in the second evaluation phase (more information can be found in Section 6.2.2. Panel hearing and Annex II).

2. KPI EITHE01.1 Intellectual property rights

Applicants may voluntarily report achievements under the optional **KPI EITHE01.1 Intellectual Property Rights.** This KPI is provided for monitoring and reporting purposes only. Inclusion of this KPI in a proposal is entirely optional and is not a requirement for funding. The KPI does not contribute to proposal scoring, does not influence the evaluation outcome, and is not linked to the lump sum payment mechanism or grant reductions. However, where available, selected applicants are encouraged to provide information on Intellectual Property Rights applications resulting from project activities to support EIT and EIT UM monitoring, portfolio analysis, and impact reporting.

Full KPI descriptions are also available on the document List of KPIs available on the Call webpage.

3.8. Monitoring and reporting

EIT Urban Mobility will monitor the implementation of the selected projects to verify compliance with the Call conditions and the Financial Support Agreement in line with the Project Implementation Handbook. Subgrantees must submit all mandatory deliverables and KPIs within the established deadlines. Payments are released only after approval of the required documentation as specified in the Project Implementation Handbook.

A formal ex-post impact assessment will be conducted by EIT UM within up to five years after the project's completion.

Evidence of implementation and results: Subgrantees must retain adequate evidence demonstrating the completion of the funded activities and/or achievement of the expected results and make such evidence available upon request. Depending on the nature of the activity, acceptable evidence may include agendas, signed attendance lists, photographs, event materials, dissemination records, publications, links to outputs, deliverables, activity reports, or other supporting documents

3.9. Fast-tracking of projects

The successful execution and completion of the activities financed under the framework of the present Call may unlock the possibility of receiving additional EIT Urban Mobility funding for upscaling purposes after project completion. This process is regulated by the provisions included in EIT Urban Mobility's guidance on the fast-track mechanism.

3.10. EIT Urban Mobility membership

Beneficiaries of the SME Market Expansion Call will be eligible for a **40% discount on the applicable annual EIT Urban Mobility membership fee for one year**, should they choose to join the EIT Urban Mobility partner network.
Beneficiaries choosing to take advantage of this opportunity will have access to the benefits associated with EIT Urban Mobility membership, including:

- Shaping the future of cities: exchange on real-life solutions with city leaders to tackle today's urban mobility challenges.
- Building powerful partnerships: connecting top innovators across public and private sectors to drive systemic change.
- Backing bold innovation: helping you test, launch, and scale new mobility solutions faster than ever.
- Amplifying your impact: getting your projects in front of the right stakeholders—at EU, national, and local levels.
- Growing top talent: offering access to Europe's top urban mobility education and skills programmes.

The discounted membership will be subject to the applicable EIT Urban Mobility membership terms and conditions.

4. Financial aspects of the call

4.1. KIC funding and co-funding rate

The total indicative EIT Urban Mobility funding allocated to this Call is **EUR 600,000**. This call intends to fund 10 projects with **a fixed lump sum** grant of EUR 60,000 per project.

EIT Urban Mobility reserves the right to increase the total budget allocated to this Call and fund additional projects beyond the initial 10 projects, subject to the availability of additional funds and the quality of proposals received. Any additional funding will be allocated in accordance with the ranking established through the evaluation process.

Scope of activities	Indicative KIC funding	Indicative number of projects to be funded	Indicative max. EIT funding per project
SME Market Expansion Open Call 2027	EUR 600,000	10	EUR 60,000

No minimum co-funding rate is required for this Call. The financial support is provided as a lump sum, in accordance with the conditions set out in this Call.

4.2. Payment arrangements

The lump sum funding model is used to simplify administrative and financial procedures. It reduces reporting burdens, lowers the risk of errors, and makes participation in EIT Urban Mobility projects more accessible, especially for SMEs. Funding will be disbursed in two instalments:

First payment (pre-financing)

The first payment will be disbursed following the signing of the Financial Support Agreement (FSA) and Financial Sustainability Contribution Agreement and will represent up to 50% of EIT Urban Mobility's contribution.

Second payment (payment of the balance)

The second payment concludes the financial aspects of the grant and takes place after the project is officially closed.

The remaining payment of up to 50% of the EIT Urban Mobility's contribution will be paid based on the projects' performance, the total amount of mandatory deliverables and KPIs declared fully completed and approved by EIT Urban Mobility.

If some items are only partially completed or completely rejected, the final payment will be reduced accordingly (see the table in the Section C of the Annex I).

5. Call criteria

Following the deadline for submission, the admissibility, eligibility, exclusion and selection criteria checks will be performed for each proposal in line with the following criteria.

5.1. Admissibility

Applications will be considered admissible if all of the following criteria are met:

- The application is submitted before the call deadline (see Section 2 above).
- The application is submitted using the forms provided inside the electronic submission system - the EIT UM Programmes Portal (NetSuite) (see Section 7).
- The application is complete and contains all parts and mandatory supporting documents. The structure and presentation must correspond to the instructions given in the forms.
- The application and its supporting documents are submitted in English and must be readable, accessible and printable.
- The following supporting documents must be annexed to the proposal:
    - End client commitment letter signed by the end client (see Section 3.2.3.).
    - Pitch deck in a PDF or PPT format. Suggested template is available on the Call webpage.

Applications missing any of the mandatory supporting documents or submitting blank, incomplete, unreadable or unrelated documents will be automatically rejected during the admissibility check. Please read carefully the registration and submission process outlined in the Guidelines for Applicants document available on the Call webpage.

Only proposals satisfying all the admissibility criteria shall pass on to the eligibility criteria assessment stage.

5.2. Eligibility

5.2.1. Eligibility criteria

A proposal will be eligible if it fulfils the following criteria:

1. Applicant eligibility:

- The applicant is an **SME under the European Commission's definition of SME[6].**
- The SME is **registered as a legal entity, before the official call deadline, in a Member State of the European Union[7]** or a **Third Country associated with Horizon Europe[8].**

[6] Please refer to the European Commission's definition of SME: https://single-market-economy.ec.europa.eu/smes/sme-definition_en

[7] Including their outermost regions and the Overseas Countries and Territories (OCT) linked to the Member States. OCT are eligible for funding under the same conditions as entities from the Member States to which the OCT in question is linked. Please see the Horizon Europe Programme Guide on the portal for a complete list of OCTs: https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/horizon/guidance/programme-guide_horizon_en.pdf

[8] Third countries associated with Horizon Europe are listed here: https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/guidance/list-3rd-country-participation_horizon-euratom_en.pdf

- The SME has stated that it **employs a minimum of three (3) full-time equivalent (FTE) staff members** in the EU Member States and/or Horizon Europe associated countries.

In line with the objectives of this call, which aims to support the market expansion of SMEs established in EU Member States and associated countries with Horizon Europe, participation and funding are limited to entities established in these eligible countries. This ensures that the call delivers impact across the EIT Urban Mobility and European ecosystems. Therefore, entities established in non-associated non-EU countries **from the low- to middle-income countries[9] are not eligible** for participation or funding under this call.

2. Applicant registration:

The applicant has fully completed the Partner Information Form (PIF) in the EIT UM Programmes Portal (NetSuite) online submission tool, including their correct PIC number.

Only proposals satisfying all the eligibility criteria shall pass on to the selection and evaluation stages.

5.2.2. Rectification process

In the case of missing information or obvious clerical errors linked to the Partner Information Form (PIF), applicants will be given **five calendar days[10]** from receipt of the official communication to complete or correct the following mandatory PIF fields: PIC; Organization Name in English; Organization Legal Name; Organization Acronym; Organisation Email; Address; Organization Type; Profit/Non-Profit; VAT Registration; Legal Registration Number; Primary Contact; and Legal Representative. If the Project Leader responds positively to this requirement within the time limit, the proposal will progress to the next stage of the evaluation process. If the Project Leader fails to respond or responds after the deadline, the proposal will remain inadmissible and will not be further processed.

Missing mandatory annexes (e.g. the end client commitment letter or pitch deck) cannot be rectified after the submission deadline and will result in the proposal being declared inadmissible.

5.2.3. EU restrictions on participation

- **EU restrictive measures** — Entities subject to EU restrictive measures under Article 29 of the Treaty on the European Union (TEU) and Article 215 of the Treaty on the Functioning of the EU (TFEU)[11] as well as Article 75 TFEU[12], are not eligible to participate in any capacity, including as beneficiaries, affiliated entities, associated partners, third parties giving in-kind contributions, subcontractors or recipients of financial support to third parties (if any).

[9] The low- to middle-income countries are listed here: https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/guidance/list-3rd-country-participation_horizon-euratom_en.pdf
[10] A few additional days might be granted according to the circumstances (i.e. public holidays/weekends). In such cases, the Project Leader will be informed by email of the exact period.
[11] Please note that the EU Official Journal contains the official list and, in case of conflict, its content prevails over that of the EU Sanctions Map
[12] Please note that the EU Official Journal contains the official list and, in case of conflict, its content prevails over that of the EU Sanctions Map

Special rules also apply to entities covered by Commission Guidelines No 2013/C 205/0522[13].

- **Legal entities established in Russia, Belarus, or in non-government controlled territories of Ukraine** — Given the illegal invasion of Ukraine by Russia and the involvement of Belarus, there is currently no appropriate context allowing the implementation of the actions foreseen in this programme with legal entities established in Russia, Belarus, or in non-government controlled territories of Ukraine. Therefore, even where such entities are not subject to EU restrictive measures, such legal entities are not eligible to participate in any capacity. This includes participation as beneficiaries, affiliated entities, associated partners, third parties giving in-kind contributions, subcontractors or recipients of financial support to third parties (if any). Exceptions may be granted on a case-by-case basis for justified reasons.

  With specific regard to measures addressed to Russia, following the adoption of the Council Regulation (EU) 2024/1745 of 24 June 2024[14] (amending Council Regulation (EU) No 833/2014 of 31 July 2014) concerning restrictive measures in view of Russia's actions destabilising the situation in Ukraine, legal entities established outside Russia but whose proprietary rights are directly or indirectly owned for more than 50% by a legal person, entity or body established in Russia are also not eligible to participate in any capacity.

- **Restrictions for the protection of European communication networks —** The protection of European communication networks has been identified as an important security interest of the Union and its Member States[15]. For further information, please refer to the Horizon Europe, Work Programme 2025, General Annexes, B – Eligibility on page 14[16].

5.3. Exclusion criteria

Applicants will be excluded from participation in the Call and from the award if they are in one of the situations referred to in Article 138(1) of the EU Financial Regulation. Applicants that are subject to EU administrative sanctions (i.e. exclusion) or are in one of the following exclusion situations that bar them from receiving EU grants can NOT participate:

- bankruptcy, winding up, affairs administered by the courts, arrangement with creditors, suspended business activities or other similar procedures (including procedures for persons with unlimited liability for the applicant's debts);
- they are in breach of social security or tax obligations (including if done by persons with unlimited liability for the applicant's debts);

[13] Commission guidelines No 2013/C 205/05 on the eligibility of Israeli entities and their activities in the territories occupied by Israel since June 1967 for grants, prizes and financial instruments funded by the EU from 2014 onwards (OJEU C 205 of 19.07.2013, pp. 9-11)
[14] OJ L 229, 31.7.2014, p. 1–11
[15] European Council conclusions of 1 and 2 October 2020 (EUCO 13/20), point 11; Council Conclusions on the significance of 5G to the European Economy and the need to mitigate security risks linked to 5G, 14517/19.
[16] https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/horizon/wp-call/2025/wp-14-general-annexes_horizon-2025_en.pdf

- they are guilty of grave professional misconduct (including if done by persons having powers of representation, decision-making or control, beneficial owners or persons who are essential for the award/implementation of the grant);
- they are guilty of fraud, corruption, having links to a criminal organisation, money laundering, terrorism-related crimes (including terrorism financing), child labour or human trafficking (including if done by persons having powers of representation, decision-making or control, beneficial owners or persons who are essential for the award/implementation of the grant);
- they have shown significant deficiencies in complying with their main obligations under an EU procurement contract, grant agreement, prize, expert contract, or similar (including if done by persons having powers of representation, decision-making or control, beneficial owners or persons who are essential for the award/implementation of the grant);
- they are guilty of irregularities within the meaning of Article 1(2) of Regulation No 2988/9534 (including if done by persons having powers of representation, decision making or control, beneficial owners or persons who are essential for the award/implementation of the grant); or
- they have created under a different jurisdiction an entity with the intent to circumvent fiscal, social or other legal obligations in the country of origin or created another entity with this purpose (including if done by persons having powers of representation, decision-making or control, beneficial owners or persons who are essential for the award/implementation of the grant).
- have misrepresented the information required as a condition for participating in the procedure or have failed to supply that information; or
- were previously involved in the preparation of documents used in the award procedure where this entails a breach of the principle of equality of treatment, including distortion of competition, that cannot be remedied otherwise.

As evidence, the applicants will have to submit a **declaration of honour on exclusion criteria and absence of conflict of interest**. Failure to provide adequate documentation may result in the exclusion of the applicants concerned.

Successful applicants may go through the legal entity validation process of the **Partners Validation Service (PVS) of the KICs (i.e. a shared service led by EIT Urban Mobility KIC)**. The Partners Validation Service will request registration documents and a signed Declaration of Honour from the successful applicant. The validation may also include a check of the successful applicants by the EIT in the Early Detection and Exclusion System (EDES) of the European Commission.

6. Evaluation procedure

6.1. Admissibility and eligibility, exclusion and selection stages

All proposals received are first checked against the Admissibility, Eligibility, and Exclusion criteria (Section 5). These checks are carried out by EIT Urban Mobility staff in line with the principles of transparency, equal treatment and non-discrimination. Only proposals that successfully pass these checks proceed to the evaluation stage.

6.2. 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	*Fail*	The proposal fails to address the criterion or cannot be assessed due to missing or incomplete information.
1	*Poor*	The proposal inadequately addresses the criterion, or there are serious inherent weaknesses.
2	*Fair*	The proposal broadly addresses the criterion, but there are significant weaknesses.
3	*Good*	The proposal addresses the criterion well, but a number of shortcomings are present.
4	*Very good*	The proposal addresses the criterion very well, but a small number of shortcomings are present.
5	*Excellent*	The proposal fully addresses all relevant aspects of the criterion and is outstanding in every aspect.

The evaluation process is conducted in accordance with the principles of transparency, equal treatment, confidentiality, and the absence of conflicts of interest. All evaluators involved are required to complete and sign a declaration of confidentiality and non-conflict of interest prior to participating in the process.

6.2.1. Phase 1: Quality Evaluation

The purpose of the quality evaluation is to determine a proposal's suitability for funding that has passed the admissibility and eligibility check. The quality evaluation will assess the proposal's strategic fit, as well as its excellence, impact, and quality and efficiency of implementation. It will be carried out by one independent external expert evaluator.

Phase 1: Quality evaluation can yield a total score of **70 points**, split across the following criteria and sub-criteria:

Strategic fit	Max. score
EIT UM strategic and Call topic fit • The proposal demonstrates a **strong alignment with EIT Urban Mobility's mission**, and its relevance to the selected **Call topic** as per Section 3.1.3. • The proposal clearly demonstrates its **European added value** and its potential to contribute to more sustainable, resilient, and liveable urban mobility systems.	5 points
Strategic market expansion opportunity • The proposal presents a **clear and well-justified market expansion opportunity** by targeting a new customer segment, sector, or geographical market. • The proposed expansion **demonstrates strategic relevance**, commercial attractiveness, and clear growth potential for the proposed product or service.	5 points

Excellence	Max. score
Product/service • **The product/service is clearly described**, including core elements such as key functionalities and components, as well as any improvements to be developed during the project, • The proposed product/service **demonstrates** clear differentiation from existing market solutions, with well-defined unique selling points, **competitive advantage and market positioning**.	5 points
Gender, diversity and inclusion in the product/service design • The proposal actively considers inclusivity in the solutions' design, development, and implementation, widening its **impact across diverse user groups**, with particular attention to the **most vulnerable users**.	5 points
Commercial track record • The proposal demonstrates evidence of **existing market validation** through previous customers, commercial deployments, pilots, sales, or other relevant commercial achievements.	5 points
Need and relevance for the end client • The proposal **demonstrates the need and relevance for the end client** and, if different from the end client, target users.	5 points

• The proposal presents a **credible collaboration** with the end client, including clear commitment to testing, demonstration activities, and a realistic pathway towards continued collaboration after project completion.	

Implementation	Max. score
Project objectives, expected outcomes and risk management • The proposal presents clear, realistic and measurable **project objectives** as well as well-defined **expected outcomes** that demonstrate the value the project will deliver for both the SME and the end client • Relevant project **risks** are clearly identified, and appropriate **mitigation measures** are proposed to minimise their impact.	5 points
Execution and demonstration plan • The proposal includes a coherent and realistic **workplan**, with tasks and timelines clearly aligned with the project's objectives and expected outcomes. • The plan also outlines a credible **testing and demonstration phase** with the end client, including scope, timing, and expected results • The workplan should also include appropriate **measures for communication and dissemination of project results**, supporting visibility, replication potential and market uptake of the proposed product/service.	5 points
Project team • The proposal **identifies and describes key staff members** to effectively manage the project The team provides an appropriate balance of technical and commercial expertise to deliver the proposed solution. • The proposal describes a **mixed project team in terms of gender** and identifies **active roles of women in leadership and decision-making positions.**	5 points
Project budget • The proposed lump sum budget is **realistic, justified per cost category, and aligned with the project's activities,** timeline, and expected outcomes. Resources mobilised align with the workplan and demonstrate efficient use of funding (value for money).	5 points

Impact	Max. score
Replicability and scalability • The proposal credibly demonstrates that the **product/service can be easily scaled or replicated** across different European cities, contexts, customer segments, sectors or geographical markets with limited adaptation or customisation.	5 points
Commercialisation strategy • The proposal provides a **credible and realistic strategy** for future commercialisation of the proposed product/service beyond the project. This includes go-to-market approach, client acquisition strategy, and sales channels.	5 points
Business model • The proposal presents a credible and robust business model for the product/service proposed, including **value proposition and pricing strategy**.	5 points
Intellectual property • The proposal outlines clear and appropriate **measures for the management of intellectual property rights (IPR)**, including ownership, protection measures and strategies for the commercialisation and exploitation of the proposed solution.	5 points

The table below provides an overview of the maximum and minimum qualifying scores for each evaluation criterion:

	Max. score	Minimum qualifying score
Strategic fit	10 points	5 points
Excellence	20 points	5 points
Implementation	20 points	5 points
Impact	20 points	8 points
Total points	**70 points**	

Only proposals meeting the minimum qualifying score for each evaluation criterion and scoring **at least 50 points in Phase 1: Quality Evaluation** will be considered for invitation to the Phase 2: Panel Hearing (online).

A maximum of the 25 highest-ranked proposals meeting this threshold will be invited to the Panel Hearing with the EIT Urban Mobility Selection Committee. Achieving the minimum threshold of 50 points does not guarantee an invitation if more than 25 proposals score 50 points or above.

Where more than one proposal from the same applicant is ranked within the top 25, only the highest-scoring proposal from that applicant will be invited. EIT Urban Mobility may invite the next highest-ranked proposal meeting the threshold in order to ensure that up to 25 proposals from different applicants are represented in the Panel Hearing.

Applicants invited to the Panel Hearing will receive further instructions on the hearing format and preparation together with the invitation email.

In the event of equal scores in the Quality Evaluation (Phase 1), proposals will be prioritised based on their scores in award criteria in the following order: **Excellence, Impact, Strategic Fit and Implementation**.

6.2.2. Phase 2: Panel Hearing

The final selection will be made via a panel hearing with the EIT Urban Mobility Selection Committee. The Selection Committee will be composed of two EIT Urban Mobility representatives: the Innovation Director (or their respective representative/deputy) and an Innovation Manager (or their respective representative/deputy).

Each panel hearing will take place online and will last 15 minutes. Shortlisted proposals will be required to deliver a 5-minute pitch describing the solution, the planned testing and demonstration activities with the end client, the project team, the commercial readiness of the solution. The pitch will be followed by a 10-minute question-and-answer session during which the applicant will respond to questions from the Selection Committee. The hearings may be recorded for internal use only.

Phase 2: Panel Hearing can yield a total score of **35 points**, split across the following assessment factors:

Assessment factor	Description of assessment	Max. score
Results of panel hearing	• Clarity, professionalism, and overall quality of the pitch delivery. • Clarity and relevance of answers to questions from the Selection Committee.	10 points (up to 5 points x 2)
EIT UM Portfolio fit	• Complementarity of the proposal within the current/past portfolio of the thematic area and/or EIT Urban Mobility; • Contribution to geographical diversity through participation of entities from	Up to 10 points (up to 5 points x2)

	underrepresented countries within the EIT Urban Mobility portfolio, where applicable.;	
Market readiness	• Convincing demonstration of the applicant's understanding of the target market, including customer requirements (financial, technical, social, etc.) and the key considerations for successful market entry; • Credibility and consistency of the applicant's responses regarding the proposed market expansion and commercial execution approach.	Up to 10 points (up to 5 points x2)
KPI addressed	• Proposal credibility presents the strategy on how to deliver the KPI EITHE4.4 Startups created (if relevant).	Up to 5 points

	Max. score
Results of the hearing	10 points
Portfolio fit	10 points
Market readiness	10 points
KPIs addressed	5 points
Total points	**35 points**

6.2.3. Final evaluation score

The final score is calculated based on the results of both evaluation phases, using the weights shown below:

	Max. score	Weight in final score
Phase 1: Quality Evaluation	70 points	60%
Phase 2: Panel hearing	35 points	40%

Example: A proposal scoring 56/70 in Phase 1 and 28/35 in Phase 2 would receive a final score of:
(56/70 × 60) + (28/35 × 40) = 48 + 32 = 80/100 points.

Based on the final outcomes of both evaluation phases, the Selection Committee will establish the final ranking list, identifying proposals that are pre-selected for funding, placed on the reserve list (if applicable), or rejected.

6.2.4. Results of the evaluation: award, reserve list

Following the completion of the evaluation process, a ranking list will be determined, including which projects are selected, placed on the reserve list (if any), or rejected. If the number of eligible, high-quality proposals exceeds the available budget, a reserve list may be established. Proposals on the reserve list may be selected for funding if:

- additional budget becomes available, or
- an awarded applicant withdraws or is unable to complete the validation and contracting process.

EIT UM retains the right to reach out to proposals listed on the reserve list within the current Business Plan (2026-2028).

6.3. Communication of evaluation results to applicants

Following the award decision, all applicants will be informed of the result in writing via email. All applicants will receive their Summary Evaluation Report, including their score. Applicants invited to the Panel Hearing will receive the Panel Hearing evaluation results together with the original Phase 1 Quality evaluation report. Applicants who were not invited to the Panel Hearing will receive their Phase 1 evaluation results only after the completion of the entire evaluation process.

Successful proposals will be invited to the financial support agreement preparation stage/onboarding, the other proposals will be put on the reserve list or rejected.

In case an applicant requests further clarification regarding the evaluation result, it may contact EIT Urban Mobility by email. Such requests will be replied within 15 days (this deadline may be extended by EIT UM with due justification).

6.4. Requirements for selected proposals

If the proposal is selected, the communication on the evaluation results may include a set of recommendations/conditions as a result of the outcome of the evaluation. These requirements may not entail a substantial modification of the proposal.

The communication will establish a clear and non-negotiable deadline for the submission of the adjusted proposals.

Should all conditions be met within the established deadline, EIT UM will initiate the financial support agreement preparation process/onboarding (e.g. legal entity validation, signature of Declaration of honour, if not yet provided, financial capacity check, if relevant).

By submitting the proposals, the applicants confirm that they have stable and sufficient financial resources to successfully implement the proposals in which they participate.

Additionally, if requested by the KIC, successful applicants will go through the financial capacity check process of the **Partners Validation Service of the KICs (i.e. a shared service led by EIT Urban Mobility KIC)**.

If the applicant fails to comply with the provided recommendations/conditions or does not respond in the time allocated, the EIT UM reserves the right to withdraw the conditional notification. Should this occur, the next proposal will be contacted following the ranking list.

6.5. Standstill period

A mandatory standstill period of at least 30 days shall apply between the communication of the evaluation results to applicants and the signature of the FSAs. This period is counted from the day after the dispatch of the communication of results.

6.6. Appeal process

Applicants wishing to contest the outcome of the admissibility, eligibility, evaluation or selection process may do so in accordance with the EIT Urban Mobility Appeal Procedure, available on the Call webpage.

Appeals shall be addressed by email to pmo@eiturbanmobility.eu within a maximum of **14 calendar days** from the day of the official communication of the results.

6.7. Publication of recipients of funds annually

EIT UM will make available (on a dedicated page on its website) information on recipients of funds (only legal persons or entities without a legal personality) financed from the EIT budget, no later than 30 June of the year following the financial year in which the funds were legally committed.

The following information shall be published, having due regard for the requirements of confidentiality and security, in particular the protection of personal data:

(a) the recipient's full legal name and the country where it is established;

(b) the amount committed and, in case of a commitment with multiple recipients, the breakdown of this amount per recipient where available;

(c) subject of grant or contract.

7. Proposal submission process

7.1. Support given to applicants preparing a proposal

Applicants are encouraged to thoroughly read the *Guidelines for Applicants* (published on the call webpage), attend the Call information session, and direct any questions to the contact persons during the proposal preparation process to improve chances of successful applications.

Guidelines for Applicants

The Guidelines for Applicants document is published on the Call webpage and provides comprehensive information and instructions on how to prepare and submit a proposal for this Call.

Call information session

To help applicants prepare and submit 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, 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.

Type of event	Topic covered	Date and time (CET)	Access to the platform
Webinar	Call Info Session: Call schedule, evaluation, scope, and topics of the call, KPIs, EU registration numbers (PIC), EIT Programmes Portal (NetSuite), contribution to EIT Urban Mobility financial sustainability, role of the end client, etc.	**15 October 2026** 10.00 – 11.00 CET (Barcelona)	Register on Zoom EIT UM YouTube (Recording will be available afterwards)

Additionally, all applicants may contact EIT Urban Mobility to resolve any concerns or questions they may have concerning the content of the call, the rules for participation, the evaluation process, etc.

The key contact for questions related to this call is: **agileinnovationteam@eiturbanmobility.eu**

7.2. Submission of a proposal

7.2.1. Proposal submission

Before starting to draft a proposal, all applicants must follow the steps outlined below in order to submit their proposal:

- **STEP 1:** Register your organisation in the **EU Funding & Tender Opportunities portal** to obtain the nine-digit Participant Identification Code (**PIC number**). If you don't know if your organisation has already a PIC number, you can verify directly on the EU Portal (click **here)** whether your organisation is already registered.
- **STEP 2:**
  - If you are already registered in the **EIT Urban Mobility Programmes Portal** (NetSuite) please log in by going to step 3.
  - If you have never registered in the Programmes Portal (NetSuite), please complete the Partner Information Form (PIF)[17]. If the system denies your registration because the PIC number corresponds to an already registered entity, or because your email address is associated with an existing entity, please contact **servicedesk@eiturbanmobility.eu**

[17] If in a few hours, after submitting the PIF form, you don't receive an automatic e-mail with the log-in credentials, please contact the EIT Urban Mobility Service Desk servicedesk@eiturbanmobility.eu.

- **STEP 3:** Access the EIT Urban Mobility Programmes Portal (NetSuite) and find open calls at ***Grant Management --> Grant Management --> Open Calls***, *select the call by clicking on* **Apply,** fill in the application form and **submit your application** within the given deadline.

The following documentation must be submitted by the applicant through the EIT Urban Mobility Programmes Portal (NetSuite) online submission platform no later than on **1 December 2026 at 5:00 p.m. CET:**

- Online application form dully filled out in English.
- End client commitment letter signed by the end client (see Section 3.2.3.).
- Pitch deck (see Section 5.1.)

IMPORTANT: EIT Urban Mobility may take **up to two working days to process your registration** in the Programmes Portal (NetSuite) and cannot guarantee last-minute registration requests, especially during peak periods close to the call deadline. Therefore, please ensure that you have correctly registered on the submission tool a few days before the deadline.

Please carefully read the registration and submission process outlined in the *Guidelines for Applicants* document available on the Call webpage.

Applications missing any of the mandatory supporting documents or submitting blank or wrong documents will be automatically rejected during the admissibility and eligibility check.

Any proposals submitted after the deadline of this call - **1 December 2026 at 5:00 p.m. CET** - will be ineligible.

7.2.2. Failed submission of a proposal

If you believe that the submission of your proposal failed due to a technical error exclusively attributable to the EIT Urban Mobility Programmes Portal (NetSuite), you may submit a complaint by sending an email to the PMO team (pmo@eiturbanmobility.eu). The email must include the **proposal ID number** and a **clear description of the issue, together with objective evidence** (time-stamped screenshots) of the assumed platform malfunction. You may be requested by the PMO team to provide additional information if necessary. The complaint must be submitted **within 3 calendar days after the call closure**. Complaints submitted after this period and/or without sufficient evidence will not be considered.

EIT Urban Mobility will verify the incident by checking internal IT logs to determine whether a technical malfunction of the EIT Urban Mobility Grant Management Tool occurred during your submission attempt. Complaints will not be accepted if the issue is related to the applicant's own equipment, internet connection, computer configuration, or any misinterpretation, misunderstanding, or disregard of any rules and/or instructions outlined in the Call Manual and/or in the Guidelines for Applicants. You will be informed of the outcome as soon as possible. If the complaint is accepted, the PMO team will provide guidance on the next steps and will give you **24 hours to proceed**.

8. Other terms and conditions

8.1. Acceptance of the call conditions

EIT Urban Mobility reserves the right to make reasonable amendments and additions to the call conditions. Amendments and additions to the call conditions shall be valid only before the submission deadline, and if made available to all potential applicants at the same time on the call page.

EIT Urban Mobility may declare the call unsuccessful in case no applications are received, if the applications do not meet the admissibility, eligibility, exclusion and selection criteria, or if none of the applications reach the thresholds laid down in this call text.

By submitting the application form, the applicant agrees to the present call conditions. Applicants agree that they have no legal entitlement to funding.

8.2. Cancellation of the call

EIT Urban Mobility reserves the right to cancel the call at any time before the signature of the Financial Support Agreement(s) without the obligation to compensate applicants, in particular where its objectives can no longer be met, provided that the applicants are informed in a transparent manner in writing as follows:

- if the cancellation takes place before that award: on the call page of the EIT Urban Mobility,
- if the cancellation takes place following the communication of the results to the applicants, during the standstill period, or anytime before the signature of the Financial Support Agreement: in writing directly to the selected applicants.

8.3. Data protection

EIT Urban Mobility ensures that any processing of personal data shall be performed in accordance with Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016, on the protection of natural persons with regard to the processing of personal data and on the free movement of such data, and in accordance with Directive 95/46/EC (General Data Protection Regulation). As a data subject, you have the right of access, the right to rectification, the right to erasure, the right to restrict processing, the right to data portability, the right to object, and the right not to be subject to a decision based solely on automated processing. If you have a question about personal data processing or want to exercise your data subject rights, you can contact our Data Protection Officer at info@eiturbanmobility.eu.

The collected personal data will be used solely for the evaluation of the applications and the conduct of the call process. Subject to the applicant's consent, it may also be used to send newsletters, updates, and information about related initiatives, opportunities, or upcoming projects. Proposal information may be

shared internally and, where necessary, with authorised evaluators and partners involved in the assessment and call process, subject to confidentiality obligations.

Personal data will be deleted 5 years after the announcement of the results of the call in case of unsuccessful applications and 7 years for successful applicants.

By submitting your application to this call, you consent that EIT Urban Mobility will collect, transfer, process, store, and delete your data in accordance with the aforementioned conditions.

For more information on the processing of your personal data, please consult the privacy statement of EIT Urban Mobility at: EIT Urban Mobility Privacy Policy.

8.4. Confidentiality

EIT Urban Mobility undertakes to use any confidential information shared by the applicants solely for the purposes of the evaluation process.

Confidential information shall mean data and/or information (in any form) that is proprietary to, or possessed by, the applicants and not generally known to the public, or that has not yet been revealed whether in tangible or intangible form, that is identified as confidential in writing or when disclosed orally.

Confidential information included in the application form must be expressly labelled by the applicant as such in the form. As regards confidential information expressly labelled as such in the call process, EIT Urban Mobility undertakes to (i) not disclose them in any way and any form, without the prior written authorization of the applicant; and (ii) not to use them for purposes other than those strictly necessary for participation in the call.

Confidential information may be shared among EIT Urban Mobility and its subsidiaries (e.g. KIC Co-Location Centres) solely for the purposes of the call process. EIT Urban Mobility undertakes to impose this confidentiality obligation on its employees and the employees of its subsidiaries and its collaborators, as well as on independent experts and all subjects who, by virtue of participating in the conduct of the call, including as members of the Evaluation Committee, may have access to such confidential data and information.

The applicants agree that data and information regarding the selected projects' implementation (e.g. success stories) not labelled as confidential may be disclosed in connection with the activities of EIT Urban Mobility.

8.5. Avoidance of conflict of interest

EIT Urban Mobility is committed to ensure the avoidance of conflict of interest (regarding all actors) and comply with the principles of transparency, non-discrimination and sound financial management.

Measures to avoid potential Conflict of Interest or unequal treatment of applicants are ensured including through appropriate conflict of interest declaration and assessment process, established written communication channels and independent and fair complaints/redress procedures.

In case an applicant becomes aware of a potential conflict of interest affecting the conduct of the call process, it shall notify the EIT Urban Mobility of the conflict of interest without any delay.

8.6. Ethics and values

The proposal must comply with:

- ethical principles (including the highest standards of research integrity) and
- applicable EU, international and national law, including the Charter of Fundamental Rights of the European Union and the European Convention for the Protection of Human Rights and Fundamental Freedoms and its Supplementary Protocols.

No financial support/EIT funding can be granted, within or outside the EU, for activities that are prohibited in all Member States. No financial support/EIT funding can be granted in a Member State for an activity which is forbidden in that Member State.

Please refer to the financial support agreement for further requirements.

8.7. Withdrawal of the funding – Recovery of undue amounts

EIT Urban Mobility may withdraw the funding after its award and recover all payments made in line with the provisions of the Financial Support Agreement (Article 7.4.), including in the following cases:

- in case the applicant committed substantial errors, irregularities or fraud;

- in case the applicant committed serious breach of obligations under the Financial Support Agreement or during its award (including non-compliance with the call conditions, submission of false information, failure to provide required information, etc.)

- it is established that the awarded applicants were not eligible or should have been excluded.

8.8. Checks, reviews, audits and investigations

EIT KIC Urban Mobility, S.L.U. retains the right to initiate checks, reviews and audit on an applicant that has been awarded funding, in order to verify compliance with the requirements of the call conditions and of the legal and contractual framework referred to above.

EIT KIC Urban Mobility, S.L.U. may request any information and data from applicants that have been awarded funding for 5 years after completion for these purposes, as well as in relation to monitoring by the EIT.

In accordance with the Grant Agreement between the EIT and the KIC as well as the Financial Support Agreement, the EIT and/or the Commission, the European Anti-Fraud Office (OLAF), the European Public Prosecutor's Office (EPPO) and the Court of Auditors may carry out checks, reviews, audits and investigations in relation to the call and the implementation of the projects.

8.9. Applicable law

The present call is governed by the applicable European Union legal framework (i.e. in particular the EIT Regulation[18], the EU Financial Regulation[19], the Horizon Europe Regulation[20]), supplemented if necessary by the national law of Belgium.

The applicants agree to observe the obligations outlined in the Partnership Agreement and the Grant Agreement signed between the EIT and EIT Urban Mobility. Applicants agree to comply with the terms of the Model Financial Support Agreement between successful applicants and EIT Urban Mobility, available at this link.

8.10. Settlement of disputes

All disputes arising out of or in connection with this Agreement, which cannot be solved amicably, shall be finally settled before the courts of Brussels.

[18] Regulation (EU) 2021/819
[19] Regulation (EU, Euratom) 2024/2509
[20] Regulation (EU) 2021/695

Annex I: Funding (Lump Sum) – How it works

The lump sum funding model is used to simplify administrative and financial procedures. It reduces reporting burdens, lowers the risk of errors, and makes participation in EIT Urban Mobility projects more accessible, especially for SMEs.

Proposal budget

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

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

A. Payments

Funding will be disbursed in two instalments:

First payment (pre-financing)

The first payment will be disbursed following the signing of the Financial Support Agreement (FSA) and Financial Sustainability Contribution Agreement and will represent up to 50% of EIT Urban Mobility's contribution.

Second payment (payment of the balance)

The second payment concludes the financial aspects of the grant and takes place after the project is officially closed.

The remaining payment of up to 50% of the EIT Urban Mobility's contribution will be paid based on the project performance, the total amount of mandatory deliverables and KPIs declared fully completed and approved by EIT Urban Mobility.

If some items are only partially completed or completely rejected, the final payment will be reduced accordingly (see the table in the Section C of the Annex I).

B. Mandatory Deliverables and KPIs

To receive the full EIT Urban Mobility contribution, all mandatory deliverables and KPIs listed below must be fully completed, submitted on time, and formally approved by EIT Urban Mobility. These elements are

essential to demonstrate that the project was successfully implemented and that the funding conditions have been met.

Mandatory Deliverables and KPIs:	Expected month of delivery
DEL 1: Project Communication Factsheet Document providing key project information to support communication, dissemination and visibility activities.	Month 1
DEL 2: Project Impact Assessment Strategy Document defining the project's impact measurement approach, including the quantitative indicator(s) to be monitored throughout the project in accordance with the EIT Urban Mobility Impact Assessment Framework.	Month 1
DEL 3: Confirmation letter from the end client Signed letter from the end client confirming that the agreed testing and demonstration activities were completed and summarising the main results, the value delivered.	Month 7
DEL 4: Project report Project report detailing the workplan implementation, achieved results, quantitative impact, and overall project delivery. The deliverable also includes evidence of the demonstration activities carried out (including images) and a description of the follow-up collaboration with the end client. The document will also request information about the project´s compliance with the *EIT Urban Mobility Communication Guidelines* and the *EIT Urban Mobility Brand Book*, as well as general promotional information about the subgrantee and project.	Month 7
KPI EITHE02.4 Marketed Innovations Number of innovations introduced on the market with a documented sales revenue of at least 10 000 EUR. *(or optional EITHE04.4 Startup Created, if applicable – see Annex II)*	Month 7

Reporting periods and technical reporting comply with the rules and procedures established in sections 6 and 7 of the Project Implementation Handbook, with a focus on successful completion and approval of the mandatory deliverables submitted and KPIs achieved by the beneficiary.

C. Reporting and Performance Assessment

EIT Urban Mobility will assess the reports and the status of the mandatory deliverables and KPIs at the end of the project (final reporting). For each mandatory deliverable submitted and KPI achieved, EIT Urban Mobility will assess and choose between: 'completed', 'partially completed' and 'not completed'.

Where EIT Urban Mobility declares a mandatory deliverable to be 'partially completed', the percentage of completion will be calculated according to the specific grant reduction methodologies established by EIT Urban Mobility:

DEL/KPIs	Indicator	Weight (%)
Deliverables		
DEL 1	Project Communication Factsheet	Up to 5%
DEL 2	Project Impact Assessment Strategy	Up to 5%
DEL 3	Confirmation letter from end client	Up to 25%
DEL 4	Project Report	Up to 30%
KPIs		
KPI	EITHE02.4 Marketed Innovations (and optionally EITHE04.4 Startup Created): • KPI (s) achieved: no reduction • No KPI(s) achieved: 35% reduction Some EIT KPIs achieved: reduction proportional to underachievement	Up to 35%

For full details on reporting obligations and timelines, beneficiaries must refer to Sections 6 and 7 of the Project Implementation Handbook, which explain the procedures for submitting technical reports, deliverables, and KPIs, and how they are evaluated.

D. Incomplete delivery

If mandatory deliverables or KPIs cannot be completed due to valid scientific or technical reasons, the beneficiary must submit an **amendment request** (project change) to EIT Urban Mobility in advance. This may include changes such as extending the project timeline or adjusting expectations. Any such changes must be formally approved by EIT Urban Mobility before the final report is submitted.

EIT Urban Mobility may reject a deliverable or KPI if a significant or essential part of the required information is missing, incomplete, or unjustified. Before any rejection is confirmed, the beneficiary will be informed and given the opportunity to respond to observations, submit additional information, or justify the current status of the deliverable or KPI.

Based on this exchange, EIT Urban Mobility may either accept the explanation or updated submission or formally reject the item and request resubmission during a subsequent reporting period.

If a deliverable or KPI is rejected or declared incomplete, the portion of the grant linked to it will not be paid at that time. The beneficiary may revise and resubmit the item in the next reporting cycle for a new review and potential payment within EIT Urban Mobility Business Plan 2026-28.

However, if a deliverable is ultimately confirmed as rejected or if a KPI is declared unachieved, the related portion of the EIT Urban Mobility contribution will be definitively withheld (see the table Annex I section C). If funding was already paid, it may be subject to return.

Annex II: KPIs – full description

All submitted proposals must include at least the following EIT KPI **with a minimum target of 1** to be achieved by the end of the project:

- EIT KPI EITHE02.4 Marketed Innovations.

Proposals selected for funding will be required to provide the supporting evidence described below by the end of the project.

KPI Code	KPI Title	Definition	Supporting Document
EITHE02.4	**Marketed Innovations**	Number of innovations introduced on the market with a sales revenue of at least 10 000 EUR documented. Innovations include new or significantly improved products (goods or services), and processes sold. Innovations introduced on the market must be directly linked with the KAVA and reported in the year when they reached the first revenue.	Structured data: - Year of reporting. - Name of the innovation. - Type of innovation (e.g., new product, new service). - Market (country). - Country of origin of the company commercialising the innovation. - Reference to a specific KIC KAVA. - Was the innovation developed and launched on the market as a result of the capacity building activities delivered as part of the HEI CBI? - Was the innovation launched by learners/graduates from labelled programmes (or with direct link to participating in the labelled activity? Supporting evidence: 1. Declaration of the product owner describing the innovativeness (new or significant improvement in terms of physical or functional parameters) of a product/process, link to the KIC societal challenge and the KAVA, as well as information on the KAVA investment in the innovation development (TEMPLATE will be provided) 2. Documented proof demonstrating that purchases of at least 10,000 EUR have been made by a customer/s1. It should include: • Official purchase order from the buyer including buyer invoice details (name, VAT, etc.)

			• - Acceptance of invoice by the buyer AND/OR paid confirmation of the invoice (bank note)

Optional KPIs:

EITHE04.4 (Startup Created)

If the project plans to expand to a new geographical region and open an entity abroad, KPI EITHE04.4 (Startup Created) can be added to the project. Proposals that contribute this KPI are viewed positively and may receive up to 5 additional points under the 'KPI addressed' assessment factor of the Panel Hearing.

KPI Code	KPI Title	Definition	Supporting Document
EITHE04.4	**Start-ups created of/for innovation**	Number of start-ups established in year N as a result / based on the output(s) of KAVA(s), or start-ups created for the purpose of an innovation project to organise and support the development of an asset having financial transactions of at least 10 000 EUR for services/products (result of the KIC KAVA) sold to customers2 OR a private investment attracted of at least 200 000 EUR into startup equity.	Structured data: - Year of reporting. – Company name. – Company registration number. – Country of the company registration. – Gender of the company CEO. – Link to a specific KAVA. – Was the company created through the HEI CB Initiative? – Was the company created through a cross-KIC project? Supporting evidence: 1. Registration certificate of a start-up established in year N. 2. Declaration of the start-up demonstrating substantial link with the specific KIC KAVA (indication of the specific output of KIC KAVA(s) or asset development) and proof for the KAVA investment in the start-up. The declaration shall include short description of the start-up and its core business. (TEMPLATE) 3. Documented proof demonstrating that purchases of at least 10,000 EUR have been made by a customer/s. It should include: - Official purchase order from the buyer including buyer invoice details (name, VAT, etc.) - Acceptance of invoice by the buyer AND/OR paid confirmation of the invoice (bank note) OR Documented proof of private investment attracted of at least 200 000 EUR into startup equity (TEMPLATE)

KPI EITHE01.1 (Intellectual property rights)

This KPI is provided for monitoring and reporting purposes only. Inclusion of this KPI in a proposal is entirely optional and is not a requirement for funding. The KPI does not contribute to proposal scoring, does not influence the evaluation outcome, and is not linked to the lump sum payment mechanism or grant reductions. However, where available, selected applicants are encouraged to provide information on Intellectual Property Rights applications resulting from project activities to support EIT and EIT UM monitoring, portfolio analysis, and impact reporting.

KPI Code	KPI Title	Definition	Supporting Document
EITHE01.1	Intellectual property rights	Number of innovative products, processes and methods & Intellectual Property Rights (IPR) applications resulting from KIC activities Structured data: - Year of reporting - Type of intellectual property right: patent; trademark; registered design; utility model; other - Application title - Application reference - Application date - IPR owner - Country of the IPR owner - Does the IPR owner take part in the HEI Capacity Building Initiative (HEI CBI) - IPR status: has the IPR protection been awarded - IPR Award reference if any - Technology Readiness Level - Reference to KAVA/portfolio	No supporting evidence