

**CLIMATE-KIC RIS ACCELERATOR 2017**  
**EIT REGIONAL INNOVATION SCHEME (EIT RIS)**

**RIS countries with physical accelerator location:**  
**Bulgaria, Cyprus, Estonia, Latvia, Malta, Portugal, Romania, Serbia, Slovenia**

**Call for applications**

**Foreword**

**Climate-KIC RIS Accelerator 2017** is the Acceleration Programme encouraging the development of new businesses in the field of the low carbon economy through the provision of a service package and grants for selected participants from the RIS countries. It is run in collaboration with regional partners in the framework of the European initiative Climate-KIC and the EIT Regional Innovation Scheme (EIT RIS) by the following Climate-KIC partners:

- Provadis School of International Management and Technology (<https://www.provadis-hochschule.de>)
- Cleantech Bulgaria (<http://cleantech.bg/>), based in Sofia, Bulgaria.
- Chrysalis Leap (<http://chrysalisleap.com/>), based in Limassol and Nicosia, Cyprus.
- Cleantech ForEst (<https://www.cleantechforest.ee/>), based in Tallinn, Estonia.
- Riga Technical University (<http://www.rtu.lv/en/>), based in Riga, Latvia.
- Paragon Europe (<http://paragoneurope.eu/>), based in Mosta, Malta.
- Building Global Innovators (BGI) (<http://buildingglobalinnovators.eu>), based in Lisbon, Portugal.
- Timis Chamber of Commerce, Industry and Agriculture (CCIAT) (<http://www.cciat.ro/>), based in Timisoara, Romania.
- Chamber of Commerce and Industry of Serbia (CCIS) (<http://www.pks.rs/>), based in Belgrade, Serbia.
- Centre of Excellence for Low Carbon Technologies (CONOT) (<http://www.conot.si/>) (<http://www.tp-lj.si/en>), based in Ljubljana, Slovenia.

The countries hosting the programme are 9 of the mentioned partners and they are called **Main RIS Countries**: Bulgaria, Cyprus, Estonia, Latvia, Malta, Portugal, Romania, Serbia, Slovenia

The other target countries are defined as **Additional RIS Countries**. They are: Croatia, Czech Republic, Greece, Lithuania, Slovakia, Albania, Bosnia and Herzegovina, Macedonia, Moldova, Montenegro.

## **Climate-KIC**

Climate-KIC ([www.climate-kic.org](http://www.climate-kic.org)) is the EU's largest public private partnership addressing climate change through innovation to build a zero carbon economy.

We address climate change across four priority themes: urban areas, land use, production systems, climate metrics and finance. Education is at the heart of these themes to inspire and empower the next generation of climate leaders.

We run programmes for students, start-ups and innovators across Europe via centres in major cities, convening a community of the best people and organisations.

Our approach starts with improving the way people live in cities. Our focus on industry creates the products required for a better living environment, and we look to optimise land use to produce the food people need.

Climate-KIC is supported by the European Institute of Innovation and Technology (EIT - <https://eit.europa.eu>), a body of the European Union.

Climate-KIC Accelerator Programmes are run from all our main locations: France, Germany, the Netherlands, Nordic Countries, Hungary, Spain, UK, Poland, Italy and Switzerland. Since 2014, some Climate-KIC activities, including acceleration, are developed in regions called "RIS", that means participating in the "Regional Innovation Scheme" promoted by the EIT. A dedicated acceleration pilot was run in 2016 in all nine RIS countries.

### **1. Objective**

This call is aimed at encouraging the development of new businesses in the field of the low carbon economy through the provision of a service package and grants for selected participants from the RIS countries.

Consultancy, materials and training activities will be delivered in English. Applicants to this call must have a good knowledge of the English language: at least language level B2 – independent user/upper intermediate<sup>1</sup> is requested.

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<sup>1</sup> See the "Common European Framework of Reference for Languages" scale available here: [http://en.wikipedia.org/wiki/Common\\_European\\_Framework\\_of\\_Reference\\_for\\_Languages](http://en.wikipedia.org/wiki/Common_European_Framework_of_Reference_for_Languages)

## Target applicants

The programme is open to holders of ideas and/or entrepreneurial projects and start-ups already active in the field of low-carbon economy from the respective RIS countries:

- Aspiring entrepreneurs (individually or as a team) to take up the development of innovative products and services initiatives in the low carbon market
- Early-stage (up to three years at the time of application) start-up companies, operating in the market low-carbon, looking for support to improve their business model

You can apply if you fulfil the following criteria:

- Have a breakthrough idea related to new technology with substantial climate impact.
- A solid business model is already defined.
- The startup is composed by a motivated team (at least two founders) and the leadership team is already in place.
- The startup has already a legal entity (cannot be older than 3 years) or is in advanced process to set one.
- Are committed to participate in the programme activities.
- The team is capable of working in an English speaking environment.
- Applicants (at least one member per team) need to be available to attend all compulsory training and other sessions (especially if coming from an additional RIS location)
- Business idea to be supported needs to be related to one of the following fields, corresponding to the four Climate-KIC themes: cities and urban transitions, sustainable production systems, sustainable landuse, climate finance & metrics

## Object

For the year 2017, stage 2 will be implemented in the target RIS countries.

- Stage 1: Fundamentals / Business Model Definition, which provides support for up to 10 business ideas and ends with the definition of the business model and main project characteristics.
- **Stage 2: Business Model Validation - Provide evidence of the validation of the business model by real-world customers and develop and present a plan for developing products/services to market-readiness and achieving market entry.**

- Stage 3: Delivery / Investor Readiness - which provides support to 2 already established startups and ends with the organization of meetings with investors and / or potential customers.

## **2. Objectives, services provided and duration of stage 2**

For stage 2, the services are:

### **Stage 2: Business Model Validation**

Objective: To support up projects/start-ups in each main RIS country to develop their business through an initial contact with technology partners and / or commercial and potential customers. All activities will be mainly delivered in the main RIS countries as well as other Climate-KIC partners countries by national and /or international experts or other cooperation partners.

- Duration: August –November 2017 (4 months), onboarding in July 2017
- Location: Bulgaria, Cyprus, Estonia, Latvia, Malta, Portugal, Romania, Serbia, Slovenia
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Support and services provided:

- o Coaching and mentoring for the development of the project
- o Boot camps and workshops targeted to support the further development of the business
- o Grant support amounting up to a maximum of €25,000 per start-up / project (maximum of grants available per team vary by location. Minimum amount per team is €15,000).

To enable participants to take part in the programme, contracts will be signed between Proadis and the selected applicants. Contracts will include information on grants type and amounts as well as terms and conditions on reimbursement claiming. Forms and templates will be provided.

Financial support is strictly related to the entrepreneurial projects and business projects presented and described in the application form. Startups have to work towards achieving agreed milestones and split their costs into the following categories: staffing costs, travel and subsistence costs, material expenses, coaching. 75% of the available budget per startup will be paid within 4 rates from August-November after a duly signed copy of the Sub-Award Letter (including Annexes) has been received by the Subgrantor. The remaining 25% of the available budget will be paid until December, 31st, 2017 in case that all requirements have been fulfilled by the startup. Startups need to report their costs following guidelines

provided and hand in receipts, offers and other supporting evidence by 30th November 2017.

Every selected project will be supported by a programme coach who will give advice on eligibility of services to be provided and conditions of reimbursement claiming.

Participants in the programme will have the opportunity to develop contacts with international organisations (start-ups, established companies, research organizations, supporting organizations, private consultants etc.) but also with the network of organisations participating in the Climate-KIC initiative (see: <http://www.climate-kic.org/partners/>).

**Results:** Since this is a EU funded initiative, reporting on the activities carried out including feedback obtained from the first contacts with potential partners and / or customers, will be delivered by selected applicants within 30/11/2017. Forms and instructions will be provided by main RIS country programme leads and Provadis.

Since this is a financial support to third parties, when applying to this call all the applicants commit themselves to follow the rules and the requirements set by the EIT in terms of correct use of financial support, right to carry out audits and reviews by EIT and other EU representatives, conflict of interests, confidentiality, use of EIT KIC logo and EU emblem, right of the EIT to use the beneficiaries' data and products, liability, etc.

### **3. Applications**

Qualified applicants from Croatia, Czech Republic, Greece, Lithuania, Slovakia, Albania, Bosnia and Herzegovina, Macedonia, Moldova, Montenegro may apply as well if they are able to attend all compulsory events and coaching sessions in the main RIS countries location.

The official application form is posted at <http://www.climate-kic.org/ris/accelerator>

The following documents are to be delivered as part of the application:

1. **Curriculum Vitae in English, you may use the Europass form** (<https://europass.cedefop.europa.eu/documents/curriculum-vitae>) for the company legal representative and/or the project contact person from the legal representative. In case of projects presented by non-registered companies, CVs of all team members must be provided;
2. **Business register information** for registered companies only;

- 3. Photocopy of an Identity Document:** of the Company Legal representative or main contact person for non-registered companies.

**The application form must be completed within the following deadline:**

**3 July 2017, 5pm CET**

Applications received after the deadline will be considered ineligible.

A list of the national contact points is to be obtained at <http://www.climate-kic.org/ris/accelerator>.

#### **4. Selection Criteria**

Candidates will be evaluated by a Selection Committee based in each main RIS country using the criteria here below.

For all eligible projects, marks on a scale 1 to 5 will be given to each criterion.

Composition of the selection committee

- Four members at least.
- Accelerator Lead and/ or Accelerator Manager(s)
- At least two external reviewers (with no conflicts of interest with CKIC LEs or Partners)
- At least 50% of the reviewers have to be external

Selection criteria used in the score sheets:

- Likert scores [1 low quality → 5 high quality]
- Innovativeness
- (New in research [+], patents protected [+] or already in market [-])
- Feasibility
- (Idea Realistic? Technically feasible? Prototype available? Time to market?)
- Team
- ("right" competences at place? Market Experience?, Track record?)
- Climate Benefit
- (Climate Impact, Carbon footprint etc.)
- Scalability
- (is the idea scalable to international markets?)
- Long term perspective
- (Sustainability of Concept)
- Programme fit
- (interesting for Climate KIC, coachable etc.)
- Local criteria 1
- Local criteria 2

Withdrawal is generally not possible, unless for serious and certified reasons. Selection results will be communicated to selected candidates via e-mail.

All the application eligible in terms of documentation provided and evaluation criteria will be ranked in the selected list per main RIS country.

## **5. Monitoring and Control**

Call for proposals beneficiaries are requested to provide to Climate-KIC - or external people appointed by Climate-KIC - all necessary information, data and reports, in order to ensure monitoring of the activities related to the present call.

Climate-KIC is entitled to perform any necessary control including the possibility to perform deep inspections including on sample activities in order to verify compliance and maintenance of the selection conditions and requirements.

## **6. Changes related to beneficiaries**

The companies or business project promoters benefiting from the opportunities offered by the present call should promptly notify Climate-KIC any change or any other event - occurred after the submission of their application – having an impact on Art. 2 target applicants requirements.

## **7. Privacy**

Climate-KIC and the RIS Acceleration Programme are funded by the European Institute of Innovation and Technology (EIT). Applicants have to acknowledge that their personal data will be submitted to EIT for the purpose of cost and performance reporting.

## **8. Responsible person for the present call**

The responsible person at Climate-KIC for the call for applications is Julia Panny, Climate-KIC RIS Programme Officer, [julia.panny@climate-kic.org](mailto:julia.panny@climate-kic.org)

## **9. Responsibility and Confidentiality**

Each applicant is responsible for the completeness, clarity and truthfulness of the data and information contained in the documents and materials prepared and /or compiled for the application to the present call. Climate-KIC is therefore not responsible for such contents, or for any inaccuracies, omission or violation of other parties' rights. Any request for clarification, correction or compensation from third parties will be faced directly by the candidate.

## **10. Request for information**

The information and forms related to the present call are available on the following website: <http://www.climate-kic.org/ris/accelerator>

For further information, it is also possible to contact Julia Panny via mail or telephone:

Email: [julia.panny@climate-kic.org](mailto:julia.panny@climate-kic.org)

Telephone: +32-(0)28-990-882

#### **11. Modifications of the call**

Any updated version of the present call and application form module and any other communication will be published on the following website: <http://www.climate-kic.org/ris/accelerator>

Frankfurt, 2 May 2017