

# BoostUp 2023

Business Plan 2023 – 2025

EIT Manufacturing Call

## BoostUp! Europe 2023

FINAL VERSION



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**Disclaimer:** This document provides the applicants with detailed information on the EIT Manufacturing call BoostUp! Europe 2023 of the EIT Manufacturing Business Plan 2023-2025. The information given is subject to revision, according to new potential rules or requirements provided by EIT and/or by the EC.

**Note:** for additional details please refer to the other sections of this document.

## 1. Call summary

Call for Proposals Main Features	
Dates	<p><b>Phase 1 Submission of application form and project concept</b></p> <p><b>1<sup>st</sup> phase opening:</b> June 30<sup>th</sup> , 2023, 12:00 pm CET</p> <p><b>1<sup>st</sup> phase closing:</b> September 1<sup>st</sup>, 2023, 12:00 pm CET</p> <p><b>Eligibility and admissibility check:</b> until September 5<sup>th</sup>, 2023</p> <p><b>1<sup>st</sup> phase online evaluation of proposals:</b> until September 14<sup>th</sup> , 2023</p> <p><b>1<sup>st</sup> phase communication of results:</b> until September 15<sup>th</sup>, 2023</p> <p><b>Phase 2: Submission of Proof of Concept (PoC) project full proposal</b></p> <p><b>2<sup>nd</sup> phase opening</b> September 15<sup>th</sup>, 2023, 12:00 pm CET</p> <p><b>2<sup>nd</sup> phase closing:</b> October 5<sup>th</sup>, 2023, 12:00 pm CET</p> <p><b>2<sup>nd</sup> phase online evaluation of proposals:</b> until October 20<sup>th</sup>, 2023</p> <p><b>2<sup>nd</sup> phase communication of results:</b> until October 25<sup>th</sup>, 2023</p>
Introduction	<p>EIT Manufacturing launches “BoostUp! Europe 2023” call to incentivize mature startups in the implementation of solutions to business challenges identified and disclosed by Corporates and SMEs of the EIT Manufacturing ecosystem, available in chapter 3.</p> <p><b>15 startups</b> shortlisted to participate in the 2<sup>nd</sup> phase will receive a “growth package” service support offered by the Business Creation team of EIT Manufacturing.</p> <p><b>Top 5 startups</b> selected during the 2<sup>nd</sup> phase will receive a “growth package” as well as 30,000 EUR in the form of a lump sum grant for the implementation of proofs of concepts (PoCs) of the startups’ innovative technologies applied to the corporates’ challenges.</p>
Duration of the project	The duration of the activities is up to 12 months during the period from October 2023 to November 2024.
The total budget	150,000 EUR

allocated to this call	
Link to the submission portal	<p>The submission platform will be available for the 1<sup>st</sup> phase from June 30th, 2023, 12:00 p.m. CET until the September 1st, 2023 the call closing date.</p> <p>The submission platform will be available for the 2<sup>nd</sup> phase from September 15th, 2023, 12:00 p.m. CET until October 5th, 2023, 12:00 p.m. the call closing date.</p>
List of documents to be submitted	<p>Application form available on the submission platform - <a href="https://eitmanufacturing.submittable.com/submit/266525/boostup-europe-2023">https://eitmanufacturing.submittable.com/submit/266525/boostup-europe-2023</a></p>
List of documents to take into consideration	<ul style="list-style-type: none"> <li>• <a href="#">Horizon Europe (Model) Grant Agreement</a></li> <li>• <a href="#">EIT Manufacturing Strategic Agenda</a></li> <li>• Declaration of Honour</li> <li>• Appeal procedure</li> <li>• Framework Agreement</li> <li>• Financial Support Agreement</li> <li>• Eligibility of expenditures</li> </ul>
Evaluation criteria	<p><i>Evaluation criteria assessed by independent experts:</i></p> <ul style="list-style-type: none"> <li>• Excellence, novelty, and innovation.</li> <li>• Impact and financial sustainability.</li> <li>• Quality and efficiency of the implementation, including sound financial management.</li> <li>• Strategic fit.</li> </ul>

## 2. General conditions

EIT Manufacturing boosts manufacturing innovation in Europe by connecting people with skills, technologies with markets, and innovators with investors. Technological progress is changing the industrial, social and competitive landscape faster than ever before. Our aim is that Europe leads in manufacturing innovation. To do so, we need to overcome value network fragmentation and bring stakeholders together. We need to better use our knowledge and infrastructure to create value and deploy agile mechanisms to accelerate and steer innovation, shaping the future role of manufacturing in our society. With the needs, concerns, and ideas of the economy and society at its core, the mission of EIT Manufacturing is to empower its partners and stakeholders to fundamentally transform the manufacturing system and meet the global demands of present and future generations.

The primary objectives of the Business Creation team of EIT Manufacturing in 2023-2025 are to support, scale, and accelerate innovative ventures and small businesses into impactful technology suppliers. In this context, we will foster activities supporting the growth of scaleups and startups, taking them beyond the regional and national borders of the European ecosystems. This will be accomplished by Access-to-Market and Access-to-Finance support services, but also through newly created financing envelopes in our Create, Accelerate, and Transform programmes.

**“BoostUp! Europe 2023”** is a call for mature European startups to solve 5 business challenges in industrial settings. It is an instrument for EIT Manufacturing to promote relationships between innovative startups and industrial Corporates and SMEs. Business Development support and financial support to third parties are also planned. The total budget for this call is €150,000 and the top-5 startups will receive a 30,000 Euro lump sum grant to implement a proof of concept (PoC) of their innovative solution to solve a Corporate/SME challenge.

### 3. Call specific conditions

#### 3.1 Call thematic and applicant's profile

##### PURPOSE

“BoostUp! Europe 2023” intends to implement proofs of concepts (PoCs) of innovative technological solutions to address business challenges identified by Corporates and SMEs of the EIT Manufacturing ecosystem.

The Call has the dual goal of opening new market opportunities for startups and providing innovative solutions for the Corporates/SMEs.

##### TOPIC DESCRIPTION

#### Phase 1 Submission of application form and project concept

The applicants shall present a technological solution **that complies with both the 2 below-mentioned conditions:**

1. address at least one of the following four EIT Manufacturing flagships areas:

- **Flexible Production Systems for Competitive Manufacturing**  
Emerging technologies enable almost limitless flexibility in product design and production, allowing full customization.
- **Low Environmental Footprint Systems & Circular Economy for Green Manufacturing**  
Using new technology to minimize the use of resources, energy, and material in production systems enables new circular business models.
- **Digital & Collaborative Solutions for Innovative Manufacturing Ecosystems**  
Collaboration and business on digital platforms and value networks enable companies to create new and highly efficient value chains.
- **Human-machine co-working for socially sustainable manufacturing**  
Smart use of automation and robots enables great workplaces, flexible production, and sustainable human work.

And

2. fit one of the 5 business challenges proposed by 5 European Corporates/SMEs based in the following EIT Manufacturing CLCs:

- **CLC North Challenge coming from Berg Propulsion:**

Berg Propulsion is an industry leader in manufacturing of and solutions for energy efficient azimuth thrusters and controllable pitch propellers for marine vessels. The company is securing a leading role in energy efficiency, monitoring and controlling power consumption through the entire value chain of ship propulsion systems. Customers increasingly demand customized SW to address individual needs in system design and new security solutions are now required. Berg Propulsion have a simple SW configuration solution for on-ship security which is non-flexible - the current production process cannot easily adapt the security software and will not meet future needs. A PoC proving a use-case in updating the manufacturing process by enabling secure data connectivity and analytics through customized software leveraging sensor data from relevant external sources. The use case should be able to demonstrate the capability of handling software updates, remote monitoring and handling data related to energy efficiency.

- **CLC South Challenge coming from Dana Italia:**

Dana Italia is looking to implement an in-line automatic line automatic vision system to replace the current visual inspection on the axles, performed 100% visually by the operators. The main challenge that Dana faces is that it risks to ship the axles with wrongly assembled components, as a result of manual visual inspection. Dana has 5 axles assembly lines, and there is currently 1 person dedicated per line/ per shift to perform the visual inspection. In the past, Dana has tried installing cameras and scanner at the beginning of the paint line, but due to the axle swinging on the chain during towing, the system did not work properly. The main expectation is that the proposed solution should be able to check the outer characteristics and customers' interface of their axles, and the process will be completely automated.

- **CLC East Challenge coming from voestalpine Böhler Aerospace:**

In the aerospace industry, there is a high demand for producing numerous intricate forging geometries, but in relatively small quantities. The implementation of robot-based process automation is hindered by the significant effort required for robot programming. Additionally, the clamping of parts during the forging process necessitates the use of expensive fixtures. voestalpine Böhler Aerospace is looking for solutions that can automate the whole process. The expected result of the project is to develop a concept that reduces manual effort by enabling a "one-click operation" for the grinding process. This concept should involve using scanned files of actual parts and fixtures (in .stl format) as input. Additionally, coordinates of specific regions that require grinding (in .iges files) and virtual representations of important components (such as the cell, coordinate origin, robot position, and parts) will be utilized. The concept should take into account process limitations and aim to streamline the grinding process, making it more efficient and less reliant on manual intervention.



- **CLC West** Challenge coming from **Talgo**:

Talgo aims to create a virtual projection to indicate the drilling points' location within the train with the required level of accuracy. The main challenge that Talgo faces is that once the coach structure is assembled, it is necessary to manually drill or mechanize certain areas of the structure complying with high precision standards. The location of such drills frequently is based relying on physical references taken from other relevant points within the structure. This leads to operations for locating precisely the points of drilling that are time-consuming and prone to fail. The potential solution should ideally be a projection system that is easy to install within the coach and able to reach high accuracy levels and is self-calibrated and self-adjustable to the different shapes and dimensions of the various coaches. As a result, it is expected that the solution should result in savings from using a single tooling system instead of several toolings, as well as in reduction of the manufacturing time while keeping the same levels of accuracy.

- **CLC Central** Challenge coming from **Volkswagen AG**:

Volkswagen AG is looking for a solution provider for the energy optimization of factory buildings, especially with a focus on the optimization of fleets of mobile battery-powered vehicles and robots. On the basis of an expert study by an engineering firm from 2007 for their Dresden plant, potentials are to be derived as to which of the solutions rejected 2007 for economic reasons would be feasible today with new technologies. Based on these outcomes we want to take the next step to find current and viable solutions. The challenge aims to find a solution provider to run a professionally and scientifically (Fraunhofer) accompanied PoC project preferably with other Plants of Volkswagen Group.

## **Phase 2: Submission of Proof of Concept (PoC) project full proposal**

The 15 startups shortlisted will be invited to submit a PoC project full proposal showcasing in more detail the recommended plan for the proof of concept of their technological solution applied to the specific challenge posed by the Challenge Owner.

These PoC project full proposals will be assessed by a panel of independent experts.

*The information above is provided for information only and does not constitute any kind of commitment on behalf of EIT Manufacturing.*

*The exact number of startups to be selected as finalists or funded will depend on the quality of the applications received.*

#### APPLICANTS PROFILE

The “**BoostUp! Europe 2023**” is open to mature startups with solutions at Technology Readiness Level 7 or higher.

The startups applying to the “BoostUp! Europe 2023” call must meet the following eligibility criteria:

- Have registered headquarters in one of the European Union Member States or [countries associated to Horizon Europe](#) at the time of their application to the call.
- Have a dedicated team of at least two (2) full-time equivalent employees.
- have **revenue traction** (i.e., recurring revenues from existing reference customers);
- the application shall provide a complete application form, project concept, logo, and company registration certificate.

#### EXPECTED RESULTS

BoostUp! Europe takes the challenges of Corporates and SMEs and scouts through an open call for the best solutions and technologies from startups and then supports a period of PoC adaptation and development which results in implementation in the Corporates/SMEs. Corporates and SMEs work collaboratively with the startups to further develop or adapt the provided solutions and test them through a Proof of Concept implementation.

*The BoostUp! Europe selected applicants must conduct an in-situ demonstration of the Proof of Concept for up to 12 months by November 29th, 2024.*

### 3.2 Key Performance Indicators (KPIs) contribution

The startups that are selected for BoostUp Europe have to contribute to the following mandatory KPI.

KPI	Short title	Minimum target

EITHE01.1	Number of innovative products, processes, methods & Intellectual Property Rights (IPR) applications resulting from KIC activities	1
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The startups that are selected within the BoostUp Europe call could contribute also to the following additional KPI:

KPI	Short title	Minimum target
EITHE02.1	Number of all innovations introduced on the market during the KAVA duration or within six months after completion. Innovations include new or significantly improved products (goods or services) sold.	1
EITHE02.4	Number of innovations introduced on the market during the KAVA duration or within 6 months after completion with a sales revenue of at least 10 000 EUR documented	1

Please, note that once the KPI value is submitted it will not be possible to amend it (only an increase of the value is possible); it will remain as is for the target to be achieved by the end of the activity.

### 3.3 Proposal Duration

The duration of the activities is up to 12 months during the period from October 2023 to November 2024

### 3.4 Budget and funding

The total maximum EIT funding allocated to this call is 150,000 EUR. The amounts will be allocated to the 5 top-startups selected in the 2nd phase (30,000 EUR each).

The financial contribution will be awarded as a lump sum of 30,000 EUR for a period of a maximum of 12 months. EIT Manufacturing considers that normally proof of concept activities could be completed within 10 months. However, to allow for those PoC that require more preparation time, the agreements will be signed for 12 months.

The lump sum offered will cover the startups' eligible (direct and indirect) costs for the PoC.

All applicants shortlisted for the 2nd phase must provide a detailed cost estimation, which must be an approximation of the actual costs. Before submitting the 2nd phase application, please double-check that the total requested EIT funding is EXACTLY EQUAL to 30 000 EUR.

The cost estimation provided must be:

- subject to the same eligibility rules as in actual costs grants, i.e. cost estimations can be included only if the same cost item/type of cost would be eligible in an actual cost grant
- detailed in terms of tasks: applicants must identify the budget assigned to each task and the expected ending date of the task.
- must be in line with normal practices
- must be reasonable/not excessive
- must be in line with and necessary for the activities proposed
- in line with the best value for money (or if appropriate the lowest price) principle and ensure that there is no conflict of interests Article 12 of the Model Grant Agreement).

For information on the eligibility of costs of your project's budget, please refer to the document Eligibility of expenditure published on the Call webpage.

The lump sum grant will be transferred to the successful applicants in two (2) installments:

#### *First payment*

The first payment of the funding assigned will be done according to the following schedule:

<i>First Payment</i>	<i>Estimated date</i>
80% of the funding to be received	At the beginning of the project

In case of applicants subjected to EU administrative sanctions<sup>1</sup> or in one of the exclusion situations listed in the “Declaration of Honour” that ban them from receiving European funding, **EIT Manufacturing reserves the right to withdraw the grant at any step of the Call.**

#### *Final payment*

It takes place after the official closing of the project.

The 20% funding remaining to be received will be paid upon acceptance by EIT Manufacturing of the mandatory deliverables presented in paragraph 3.5. The non-completion of the mandatory deliverables might affect the balance payment and might imply the application of the performance rate methodology to the balance payment and eventual payment recovery of the first payment.

### 3.5 Mandatory deliverables

	Value assigned to deliverables regarding the total funding to be received
DEL 1: Kick-off package. This package includes a copy of the signed Financial Support Agreement and Declaration of Honour.	40% of the funding
DEL 2 Interim performance report. The report will contain a PoC status report	40% of the funding
DEL 3: Final performance report. The report will contain proof of addressing the branding requirements and the KPI reporting templates filled in.	20% of the funding

The templates for the deliverables are provided by EIT Manufacturing.

<sup>1</sup> <https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX%3A02018R1046-20221214>



## 4. Reporting and monitoring

Reporting periods and technical reporting follow the rules and procedures established in the *EIT Manufacturing Monitoring guide* with a focus on the successful completion and approval of the mandatory deliverables.

If a mandatory deliverable is declared incomplete or needs to be improved, it will be rejected by EIT Manufacturing, and the lump sum amount concerned will be not paid at that point in time. The startup will have to complete/improve the mandatory deliverable later and resubmit it for its approval and subsequent payment.

If the rejection of the mandatory deliverable is confirmed, the total project budget (or the percentage) linked to it is not paid/recovered.

Furthermore, EIT Manufacturing will monitor all activities up to 5 years after activity completion to track long-term impact and the status of commercialisation and to ensure the achievement of KPIs after the activity end.

All PoC selected for funding undergo continuous monitoring by EIT Manufacturing to ensure effective progress and implementation. The monitoring will be adapted to each PoC's exact duration and agreed upon at the launch of the PoC.

## 5. Proposal preparation and submission

All applications and supporting documents and material must be submitted in English using the Submission Management Platform “Submittable” – the link to the application form is accessible on the Call website: <https://www.eitmanufacturing.eu/calls/boostup-europe-2023-call/> - no paper submissions will be considered.

Applicants’ representatives must register and validate the account if this is the first time accessing the platform. If the applicant’s representative has already created an account, the representative can proceed to log in. Once logged in, start a new application. During the application, all compulsory fields must be filled in.

The official language of the call is English (i.e., all submission material must be submitted in English).

The following documentation must be submitted by the applicants through the submission platform and **within the call closure deadline: September 1st, 2023, 12:00 p.m. CET**

- Application form, with all mandatory fields properly filled in;
- Project concept in Microsoft PowerPoint format; the document shall include:
  - Description of the technology/solution and its novelty and uniqueness and relevance for the disclosed challenge from the corporate/SME.
  - Description of previous use case(s) addressed by the company with their technology/solution that is relevant for the disclosed challenge.
  - Competitors analysis.
  - Team and company organization.
  - Existing business and financial traction and references
  - Brief PoC project plan (incl. financial aspects and impact) and scaling potential (incl. financial sustainability).
- Company logo in high-quality graphic format (this will be used for the call promotional campaign)
- Company Registration Certificate



NOTE: Only applications submitted through the online link (as noted above) before the deadline will be accepted and considered. The organizers reserve the right to extend the submission deadline; any extension of the deadline will be communicated to the public on the Call website.

**Any documentation missing or considered incomplete may be a reason for application rejection.**

The following documentation must be submitted by the pre-selected applicants through the submission platform and **within the call closure deadline: October 5th, 2023, 12:00 pm CET:**

- PoC project full proposal, the document should include:

- Background
- PoC objectives and scope
- Project plan and organization
- Deliverables
- Cost breakdown and risks
- Scaling plan, expected impact, expected results, and financial sustainability

NOTE: Only applications submitted as noted above before the deadline will be accepted and considered. The organizers reserve the right to extend the submission deadline; any extension of the deadline will be communicated to the pre-selected applicants in due time

**Any documentation missing or considered incomplete may be a reason for application rejection.**

#### CALL CONTACT EMAIL

All applicants may contact EIT Manufacturing to ask questions and clarify any points on general or technical procedures and call content by sending an email message to [business.creation@eitmanufacturing.eu](mailto:business.creation@eitmanufacturing.eu).

## 6. Proposal evaluation and selection process

### 6.1 Eligibility and admissibility check

A submission will be considered admissible if:

<b>Completeness</b>	The submission is completed, submitted in time, and via the submission tool, in English, with all its mandatory sections and compulsory documents included (application form, project concept, company logo, and company registration certificate.)
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Admissible submissions will be considered eligible if:

<b>Applicant profile</b>	The applicant's profile is in line with the requirements presented under section 3.1 "Applicants profile".
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Applications containing one or more inadmissible or ineligible elements will receive an official communication from EIT Manufacturing setting out the outcome of the eligibility and admissibility check and explaining why the proposal failed to meet the criteria.

The applicant deemed ineligible who disputes the ineligibility decision may appeal. This appeal must be made within 5 working days from the official EIT Manufacturing notification of ineligibility (see section 5.4 of this document and the document Appeal procedure linked to the call and available from the Call website).

### 6.2 Evaluation of proposals

The evaluation of all eligible startup applications will be conducted in two phases:

#### 6.2.1 Phase 1: Evaluation of 1st phase applications

Applicants will submit a proposal through the platform. Eligible submissions will first be reviewed online by a panel composed of 3 evaluators with the same weighting of scores:

- One (1) representative from the corporate that is the owner of the challenge disclosed within this Call; and

- Two (2) external expert evaluators.

Each evaluator will have to score each application based on four standardised criteria: Excellence, Impact, Implementation, and Strategic fit.

Evaluators will assess each evaluation criterion will be assessed according to the following scores on a scale **from 1 to 5**:

Score	Description	
1	<i>Extremely poor or None</i>	The information provided is considered irrelevant or inadequate compared to the specific call provisions
2	<i>Bad</i>	The information provided lacks relevant quality and contains significant weaknesses, compared to the specific call provisions
3	<i>Average</i>	The overall information provided is adequate, however, some aspects are unclearly or insufficiently detailed, compared to the specific call provisions
4	<i>Good</i>	The information provided is adequate with sufficiently outlined details, compared to the specific call provisions
5	<i>Excellent</i>	The information provided is outstanding in its details, clarity, and coherence, compared to the specific call provisions

The scores shall be given at the criteria level are then summed together to come with a final score.

Thresholds apply to individual criteria and the total score. The maximum score for a proposal is 20. The default threshold for individual criteria is 3 and the default overall threshold is 12.

Evaluation criteria	Excellence	Impact	Implementation	Strategic fit with EITM	TOT
	The application presents an innovative technology-based solution with the potential of the product/service to improve manufacturing	The solution is scalable, and the solution demonstrates a competitive advantage over existing offers in the market	The team/founders have the expertise and entrepreneurial drive.	The startup contributes to the flagship and the business challenges for which it has been submitted.	
Score	1 to 5	1 to 5	1 to 5	1 to 5	up to 20
Thresholds	3/5	3/5	3/5	3/5	12/20

The evaluators will assess each startup's submission by use of the evaluation tool the Submission Management Platform "Submittable"; the tool will automatically create an average score per application based on the individual scorings of the evaluators.

The three (3) evaluators will meet in an online consensus meeting chaired by a rapporteur to discuss and build an agreement. The rapporteur will address any notable divergences between them and will develop the final Evaluation Summary Reports of 1<sup>st</sup> phase – online evaluation and selection of shortlisted applicants.

The top 15 ranked applications will be invited for the 2<sup>nd</sup> phase – to submit a PoC project full proposal. The organiser and the corporates reserve the right to invite the shortlisted applicants to a workshop where the corporates can respond to any additional questions regarding the full proposal submission.

### 6.2.2 Phase 2 – Evaluation of the PoC project full proposal

The evaluation panels for the second phase will be organized per each challenge.

Shortlisted startups will be invited to submit a PoC project full proposal before October 5th, 2023, at 12:00 p.m. CET. Each PoC project full proposal will be reviewed by an evaluation panel composed of two (2) external evaluators and one (1) evaluator from the corporate that is the challenge owner disclosed within this Call, with the same weighting of scores and with the same criteria as the 1st phase (point 5.2.1). The evaluators reserve the right to invite the applicants to an interview.

The final ranking of the successful applicants for each challenge will be agreed upon by the three (3) evaluators that belong to the evaluation panel for that challenge in an online consensus meeting.

## 6.3 Communication of results

The results of 1st phase (online evaluation and selection of shortlisted) will be communicated to the email of the applicant representative registered at the submission platform. Results will be communicated with a rejection letter or email message to non-qualified applicants or an invitation letter or email message to 2nd phase of the evaluation process shortlisted applicants.

Results of the 2nd phase (online evaluation of PoC project full proposals and selection of the best proposal): after the online evaluation of the submitted full proposals and the consensus meeting, the results will be communicated with a rejection letter or

email message to not selected applicants or an invitation letter to sign the Financial Support Agreement via email message to the best ranked applicants in the 2nd phase of the evaluation process. The results of the 2nd phase will be communicated publicly on the EIT Manufacturing website and during a dedicated EIT Manufacturing event where the awarded startups will be invited to present the PoC project.

## 6.4 Procedure for complaints and appeal

The applicant (the representative of the legal entity or the team) of a rejected application who disagree with the decision may request an evaluation review. **Only procedural aspects of an evaluation may be the subject of a request for an evaluation review**, for example, process errors or technical problems. The evaluation of the merits of a proposal shall not be the subject of an evaluation review. In this case, the applicant will have 5 working days after receipt of the final evaluation results to submit an appeal to the Evaluation (see document Appeal procedure).

## 6.5 Selected applicants and follow-up

The shortlisted applicants for the 2<sup>nd</sup> phase will receive the following:

- **15 shortlisted startups** for the second phase will be offered a “**growth package**” of Access-to-Market support services for four (4) months provided by the EIT Manufacturing Business Creation team aimed at supporting their internationalisation strategy and deployment of their innovation. Accordingly, a dedicated Framework Agreement will be signed between EIT Manufacturing and each shortlisted startup, free of charge.
- **Shortlisted startups** will also obtain access to EIT Manufacturing's pan-European innovation network and thus enhance their visibility and international publicity through EIT Manufacturing's communication channels.
- **Top-5 startups**, in addition to the growth package, will also receive a monetary grant of 30,000 EUR to implement a proof of concept (PoC) of their innovative technology to address one of the 5 Corporate/SME challenges.

**BoostUp! Europe** Applicants shortlisted for the 2nd phase will have to diligently collaborate in the following steps that will be taken after closing the call:

- Providing EIT Manufacturing with required banking and fiscal details (applicable to the top-5 applicants only).

- Signature of a Declaration of Honour (see point 7.8) which can be downloaded from the Call website.
- Signature of the Framework Agreement and the Financial Support Agreement (the latter applies to the top-5 applicants only).
- Collaborate with the Business Creation team of EIT Manufacturing during the delivery of “growth package” support services.
- Within one month from the end of the Framework Agreement: signature of a Support Review Form (SRF) confirming:
  - i. the length and type of services provided by the Business Creation team of EIT Manufacturing and how such services contributed to the startup growth;
  - ii. the amount, type, and source of financing received by the startup during the support period.

The template of the Support Review Form will be provided in due time by the Business Creation team and shall be signed by a legal representative of the startup.

*The information above is provided for information only and does not constitute any kind of commitment on behalf of EIT Manufacturing.*

*The exact number of startups to be selected as finalists or funded will depend on the quality of the applications received.*

## 7. Other terms and Conditions

### 7.1 Communication, Dissemination, Visibility of funding

Applicants that are awarded funding (financial support to third parties) must promote the funding and its results, by providing targeted information to multiple audiences (including the media and the public) strategically and effectively. Communication activities related to the funding (including media interviews, press statements, presentations, etc., in electronic form, via traditional or social media, etc.), must acknowledge EU support and display the EIT Manufacturing logo (emblem) and text. The emblem must remain distinct and separate and cannot be modified by adding other visual marks, brands, or text. Apart from the emblem, no other visual identity or logo may be used to highlight the EIT Manufacturing support. When displayed in association with other logos (e.g. sponsors), the emblem must be displayed at least as prominently and visibly as the other logos.

For the purposes of these obligations, the applicants that have been awarded funding may use the emblem without first obtaining approval from EIT Manufacturing. This does not, however, give them the right to exclusive use. Moreover, they may not appropriate the emblem or any similar trademark or logo, either by registration or by any other means. Any communication or dissemination activity related to the funding must use factually accurate information.

The EIT Manufacturing may use, for their communication and publicising activities, information relating to the funding, as well as photos or audio-visual material that they receive from the applicants (including in electronic form), and photos and videos taken either in preparation for the dedicated EIT Manufacturing event or during the dedicated EIT Manufacturing event. The EIT Manufacturing will publish the name of both the shortlisted/s and the selected applicants, their origin, the amount of the funding, and their nature and purpose.

### 7.2 Intellectual Property Rights

Applicants retain full and exclusive ownership of their prior information and intellectual property rights. By submitting their application, applicants affirm that they hold ownership or have legally secured the right to use all elements of the innovative product or service.

Applicants agree to indemnify and hold harmless EIT Manufacturing 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 Rules (Article 16 of the Model Grant Agreement). Applicants also agree to respect the [EIT Manufacturing IP Policy](#)

### 7.3 Right to activate audits

EIT Manufacturing retains the right to activate an audit on “BoostUp! Europe 2023” applicants that have been awarded funding, in case of alerts and/or to confirm governance and proper usage of the financial support.

EIT Manufacturing keeps the right to request any data related to the “BoostUp! Europe 2023” applicants that have been awarded funding for 5 years after completion to ensure transparency and allow monitoring from EIT.

### 7.4 Withdrawal of the funding — Recovery of undue amounts

EIT Manufacturing may withdraw the funding after its award and recover all payments made if it finds out that:

- false information, fraud, or corruption was used to obtain it;
- the awarded applicants were not eligible or should have been excluded or – the awarded applicants are in serious breach of their obligations under the Guidelines reported in this document.

### 7.5 Data protection

EIT Manufacturing 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 [dpo@eitmanufacturing.eu](mailto:dpo@eitmanufacturing.eu). In the case of complaints, you can address them to the French regulator CNIL.

The collected personal data will be used solely for the procedure and assessment of the applications and the management, completion, organisation, dissemination of information, and publicity of the Call. The data controller is EIT Manufacturing and/or its subsidiaries.

Personal data shall be deleted 5 years after the announcement of the call awarded to applicants.

Applicants have the possibility to indicate that EIT Manufacturing may grant access to parts of their submission to trusted investors and partners.

The application submission and evaluation process will be done via Submittable (<http://www.submittable.com>), an online submission management tool by Submittable Holdings, Inc.

YOUR CONSENT TO THE USE OF SUBMITTABLE AS SUBMISSION AND EVALUATION TOOL: By submitting your application within this challenge you implicitly state your consent to the Terms and Conditions as well as the Privacy policy of Submittable, available under <http://www.submittable.com/terms> and <http://www.submittable.com/privacy>.

YOUR CONSENT TO THE USE OF PERSONAL DATA: By submitting your application within this call you consent that EIT Manufacturing will collect, transfer, process, store, and delete your data in accordance with the aforementioned conditions.

## 7.6 Acceptance of the Guidelines

By submitting the application form, the applicant agrees to these Guidelines and their Annexes, which form part of the submission. Applicants agree that they have no legal entitlement to funding.

EIT Manufacturing reserves the right to make reasonable amendments to these Guidelines. Amendments and additions to these Guidelines shall be valid only if communicated in writing or otherwise made available to the applicants on the call page of the EIT Manufacturing website.

EIT Manufacturing also reserves the right to cancel or declare the Call unsuccessful provided all applicants are informed and sufficient justification is given (for example no applications received, or all applications do not pass the default thresholds).

## 7.7 Confidentiality

EIT Manufacturing undertakes to use any Confidential Information shared by the applicants solely for BoostUp! Europe 2023. Confidential information shall mean data and/or information 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, whenever and however disclosed and might also be included in the application form. Confidential information must be expressly labelled as such in the application form.

Applicants agree that EIT Manufacturing and its subsidiaries can disseminate, publish, and make use of non-confidential information regarding the call, to promote the activities of EIT Manufacturing or establish reports or other necessary documents for EIT.

The applicants agree that data and information in the application form not labelled as confidential may be disclosed in connection with the activities of EIT Manufacturing.

Considering the confidential nature of the data and information referred to above, EIT Manufacturing also undertakes to (i) not disclose them in any way and any form, without the prior written authorization of the company concerned; and (ii) not to use them for purposes other than those strictly necessary for participation in the BoostUp! Europe 2023.

Confidential Information may be shared among EIT Manufacturing and its subsidiaries (e.g. CLCs) solely for the BoostUp! Call Activity. EIT Manufacturing undertakes to impose this confidentiality obligation on its employees and the employees of its subsidiaries and its collaborators, as well as on Rapporteurs and independent experts and all subjects who, by virtue of participating in the call for proposal as members of the Selection Committees or Jury, will take knowledge of or may have access to such confidential data and information.

## 7.8 Exclusion Criteria

Applicants will be excluded from participating in the call if they are in any of the situations of exclusion defined in [Article 136 of the EU Financial Regulation](#). Applicants shall sign a Declaration of Honour to confirm that they respect the above-mentioned criteria at the application stage. All shortlisted applicants participating in the 2<sup>nd</sup> phase may be requested to provide relevant recent documentation substantiating the Declaration of Honour. Failure to provide adequate documentation may result in the exclusion of the applicants concerned.

## 7.9 Applicable Law

The present guidelines are governed by the applicable European Union laws (i.e. the EIT Regulation, the EU Financial Regulation, and the Horizon Europe Regulation) and are complemented, where necessary, by the law of France. The applicants agree to observe the obligations outlined in the [\(Model\) Grant Agreement](#) signed between the EIT and EIT Manufacturing and particularly Articles 12 (conflict of interest), 13 (confidentiality and security), 14 (ethics), 17.2 (visibility), 18 (specific rules for carrying out action), 19 (information) and 20 (record-keeping). These obligations will also be mentioned in the contracts to be signed if the application is successful.