Business Plan 2023 – 2025
RAPTOR Call

Call Manual

EIT Urban Mobility – Mobility for more liveable urban spaces

EIT Urban Mobility

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eiturbanmobility.eu

History of changes

Version	Publication Date	Change
1.0	29.02.2024	Initial version
2.0	29.04.2024	Section 2.2 Alignment of indicated % in texts and tables. Call summary – list of documents updated

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

Contents

Glossary

Lead Applicant	The entity/person that submits the proposal and will manage the project if it is selected. Once awarded funding, the Lead Applicant becomes the Project Leader.
Project Leader	The Project Leader is the main contact point for EIT Urban Mobility from the time the grant is awarded until the project has been implemented. In the case of multiple beneficiaries, the Project Leader represents the project and the consortium partners (the other partners participating in the project) to EIT Urban Mobility. For mono-beneficiary grants, the single legal entity involved in the project also takes the role of Project Leader.
Call for Proposals	The Call for Proposals is the instrument used by EIT Urban Mobility to allocate funding to third parties through projects, supporting the deployment and development of the Strategic Agenda. EIT Urban Mobility deploys three types of Calls in accordance with the provisions outlined in the specific rules for EIT KIC actions in HE MGA Annex 5: (1) Regular Open Calls (2) Calls for partners (3) Long-Term Open Calls/Long-Term Open Calls for partners.
Call Manual	The Call Manual is the main document that establishes the terms, conditions, and criteria of any Call for Proposals launched by EIT Urban Mobility, adhering to the principles of transparency, equal treatment, open competition, and sound procedural management.
City	The municipality/city/town that defines a niche urban mobility challenge to be addressed within a RAPTOR project by a start-up or SME.
City Challenge	A niche urban mobility challenge issued by a participating city to which the Lead Applicant(s) can present their solution.
Consensus Meeting	The consensus meeting is convened in order for all the experts who assessed the proposals to discuss their Individual Evaluation Reports and agree on comments and scores reflected in the Summary Evaluation Reports. This remote meeting is led by the rapporteur with the support of the quality controller (an EIT Urban Mobility officer), who seek a consensus and ensure that proposals are evaluated fairly and in line with the established evaluation criteria.
Deliverable	Deliverables are tangible or intangible goods or services produced during the project's 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.
EIT KPIs	Set of Key Performance Indicators (KPIs) defined by EIT that reflect the operational objectives for education, entrepreneurship, and innovation. These KPIs are used to measure how effectively a KIC/project meets the EIT's objectives.
Evaluation Process	Process by which EIT Urban Mobility, supported by external experts, assesses the quality of a proposal to determine whether it should be selected for EIT funding.
Evaluation Panel	Group of expert evaluators (usually at least three external individuals for Calls) and one rapporteur with proven expertise in a specific area or topic of the Call for Proposals. The panel's role is to evaluate eligible proposals submitted to a particular Call for Proposals based

	on a set of predefined evaluation criteria. The evaluation panel is assisted by a quality controller from EIT Urban Mobility to ensure compliance. If a Call involves a proposal of less than €60,000 in EIT funding, the evaluation panel must include at least one external expert evaluator.
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 grant awarded.
KIC Specific KPIs	Set of indicators defined by EIT Urban Mobility that reflect the societal challenge that the KIC is trying to address.
Knowledge Triangle Integration	EIT Urban Mobility aims to create close partnerships between European education, research and business entities (knowledge triangles). It also involves cities, either through the composition of the project members or through the impact that the project is expected to have.
Milestone	Control points to chart the progress of a project's implementation. They may correspond to the completion of a key deliverable that allows the next phase of work to begin.
Ranking List	List of proposals ranked according to the score awarded by the selection committee.
Selection Committee	The selection committee is responsible for selecting shortlisted proposals evaluated by the evaluation panel, and defining conditions for funding of the selected proposals in the final EIT Urban Mobility portfolio. The selection committee is usually, but not exclusively, composed of members of EIT Urban Mobility's executive management team.
SME	Small or medium-sized enterprise.
Solution	A solution is an innovative good, product or service that addresses the challenge defined by the city. The minimum RAPTOR output required is an in-situ testable Minimum Viable Product.
Summary Evaluation Report	The rapporteur issues a final Summary Evaluation Report (SER) for each proposal after the consensus meetings. This document summarises the proposal's final score, strengths, weaknesses, risks, and any recommendations made.
Thematic Lead	Director of a EIT Urban Mobility Thematic Area and/or relevant Head who is actively involved in developing the content of a Call for Proposals.
Solution	A solution is an innovative good, product or service that addresses the challenge defined by the city. The minimum RAPTOR output required is an in-situ testable Minimum Viable Product.

Introduction

The dynamic and ever-evolving urban landscape requires innovative working methodologies to engage effectively with citizens, SMEs, large businesses, and R&D partners. The use of agile innovation methodologies has emerged as a pivotal approach for testing in-situ innovation products, services, and technologies.

Within EIT Urban Mobility, cities are the driving force that enables innovation to be applied more rapidly. To harness the city's wider capacity for innovation and bring innovation closer to citizens, we developed the Rapid Application for Transport (RAPTOR) programme.

RAPTOR is transformative in coalescing cities, innovators and SMEs around clear and simple objectives. These objectives are time- and location-bound. Once the urban mobility challenges of cities are defined, a competition is launched for SMEs to propose solutions that tackle the original issue.

With the support of technical and business advisers, each city selects the most promising solution to receive a financial award. The proposal is put forward to be tested in the city within five months. A powerful tool in the agenda of the Innovation Programme of EIT Urban Mobility is agile entrepreneurial innovation, tackling challenges that affect citizens directly and can be overcome rapidly in a specific location. It provides space for lateral thinking that extends beyond our own networks. In 2024, 13 cities/municipalities from across Europe will be selected to implement a RAPTOR pilot in their location. A total of 44 mobility challenges will potentially be addressed in 38 cities over three years.

RAPTOR is an agile innovation Call for Proposals; as such, it is compatible with and complements our traditional larger-scale projects funded as part of the EIT Urban Mobility Business Plan. Moreover, the internal competition in RAPTOR fuels the wider urban mobility agenda and draws cutting-edge innovators/SMEs into our community.

With the new edition of the RAPTOR programme in 2024, EIT Urban Mobility will select up to 13 projects from across Europe to develop solutions to niche mobility challenges. Existing documentation and lessons learned from RAPTOR's previous editions will provide a key resource for accelerating change in cities, bringing solutions closer to citizens at the cutting edge of innovation.

We look forward to seeing what our cities, partners, start-ups & SMEs can achieve under this successful agile innovation set-up. With this Call for Proposals, we are paving the way for the development and scale-up of innovative solutions together across Europe.

Call Summary

Call for proposals: Main features	
Key dates of the Call calendar[1]	• ***Call opening:*** 29 February 2024 • ***Call closing (submission of completed application):*** 6 May 2024 at 17:00 CET • ***Eligibility and admissibility check:*** *End of May 2024* • ***Evaluation of proposals:*** May-June 2024 • ***Panel hearing:*** June 2024 • ***Communication of results:*** July 2024 • ***Tentative start of the projects:*** August 2024
Total estimated EIT Funding allocated to this Call	Up to €520,000 (a lump sum of €59,500 per project, of which €40,000 is refunded as EIT funding and €19,500 is co-funding)
Project duration	RAPTOR projects will last from August to December 2024.
Submission portal	EIT Urban Mobility AwardForce
List of documents to be submitted	• Application form (available on the AwardForce platform) • Legal incorporation documents and VAT number
List of documents to take into consideration	• Call Manual • Guidelines for Applicants (available soon) • EIT Urban Mobility Strategic Agenda 2021-2027 • Eligibility of expenditure • Appeal procedure • Template of the Financial Support Agreement (FSA) • Project Implementation Handbook • Horizon Europe Model Grant Agreement • RAPTOR 2024 City Challenges (Annex II)
Short summary of the topics to be addressed	Each city has issued a City Challenge, found at www.raptorproject.eu and in Annex II, highlighting their niche city mobility challenges and information necessary to assess their issue and location.
Evaluation criteria	**Phase 1: Quality evaluation** • Strategic fit • Excellence, impact, and implementation **Phase 2: Panel hearings** • Results of the hearing • Portfolio fit

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

1. Call requirements

1.1. Applicant eligibility

Who can apply

The RAPTOR Call for Proposals is an open Call targeted at start-ups and SMEs[2]. As a mono-beneficiary scheme, it is addressed to single legal entities and **all proposals must therefore be submitted by a single entity. Consortia are not allowed.**

Additionally:

- **The start-ups/SMEs must have registered as legal entities no more than 10 years prior to the official closing date of this Call.**
- **They must be registered as legal entities in either an EU Member State or a Third country associated to Horizon Europe, including the United Kingdom.**

Special case for Swiss entities

In duly justified cases (innovativeness of the product and clear benefit for the EU market), entities established in Switzerland are eligible to participate and receive an EIT allocation of €40,000 per organisation for this Call.[3]

All applicants must be fully registered in the European Funding & Tender Opportunities portal[4] and the EIT Urban Mobility Plaza Tool[5]. Applicants must include their Participant Identification Code (PIC) number and Partner Information Form (PIF) ID in their application before submitting their proposal. Please note that registration on this platform may take more than one full working days, so an early registration is advisable. More information can be found in the Guidelines for Applicants available on the Call website.

2 Please refer to SME definition according to the EC: https://single-market-economy.ec.europa.eu/smes/smedefinition_en

3 Please note that one Swiss entity cannot receive more than a maximum EIT funding allocation of €59,999,99 for the entire duration of the BP23-25.

4 https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/home

5 https://plaza.eiturbanmobility.eu/PROMISE/PRIVATE/FORMS/form.aspx?guid=2B1B4886-6987-4CB5-84AE-43DD032AD74F

Applicants must respond to the city challenges defined for the RAPTOR programme. Submissions to multiple city challenges are allowed, but only one award per applicant can be given.

Applicants must plan to develop and test their proposed solution with the city corresponding to the City Challenge to which they apply.

Applicants should pay attention to the requirements outlined in this Call Manual to ensure the RAPTOR Call mechanism is suited to the company and/or product/service/solution.

This Call for Proposals follows the main rules and principles established by EIT Urban Mobility general principles. The Call processes respect the principles of openness, transparency, equal treatment, and efficacy.

Call objective

Proposals submitted to this Call for Proposals must support EIT Urban Mobility's vision and mission and directly contribute to tackling our strategic objectives (SOs). Proposals need to demonstrate how the proposal will actively contribute, not solely align, to the EIT Urban Mobility Strategic Agenda 2021-2027 (SA).

Propsoals submitted to this RAPTOR Call must be aligned with the EIT Urban Mobility Strategic Objectives **SO3/TSO3 Deploy and scale green, safe and inclusive and mobility solutions for people and goods** and **SO4/TSO4 Accelerate market opportunities with an agile innovation approach**.

As such, this Call aims to support start-ups/SMEs to **develop a new or significantly improved product/service/solution** by addressing one of the 13 RAPTOR 2024 city challenges, as described in Annex II – City Challenges.

The key project output will be the market launch of an innovation. Proposals submitted to this Call must therefore contribute to the following mandatory Key Performance Indicators (KPIs) and minimum target value and provide the required supporting evidence (if the proposal is selected):

KPI	*KPI definition*	*Supporting evidence*	Minimum target value
EITHE02.4 Marketed Innovations	Number of innovations introduced on the market during the project's duration or at the latest within 18 months from the start of the project with a documented sales revenue of at least €10,000. Innovations include new or significantly improved	**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 project.	1

	products (goods or services) and processes sold.	- 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 a direct link to those participating in the labelled activity)?
		
		Supporting evidence:
		• *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 project, as well as information on the project's investment in innovation development.*
		• *Documented proof demonstrating that purchases of at least €10,000 have been made by (a) customer(s). This 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)*	

KONHE20 # Designed/ Tested Innovations	Number of innovative products/services resulting from innovative projects (a) filed for some form of intellectual property protection (i.e. patents, trademarks, registered designs, copyrights), or innovative products/services that have progressed towards commercialisation, defined as one or more of: progress by at least one technology or manufacturing readiness level (TRL/MRL); prototype/proof of concept/beta version developed; product/service/model piloted; or (b) innovative	• E.g., Report with information on the innovative products/services, document describing innovative products/services, etc.	1

	products tested through testbeds or other innovative platforms.		

1.2. Project scope

Rapid Applications for Transport (RAPTOR) is the challenge-based, city-driven agile innovation programme created and managed by the Innovation Thematic Area of EIT Urban Mobility. RAPTOR identifies the urban mobility challenges of cities and holds a competition to select the best solutions presented by start-ups and SMEs. It then supports a period of solution development which results in an in-situ demonstration lasting a minimum of one week. The defining feature of RAPTOR is its agility – cities and start-ups/SMEs in the programme work collaboratively, communicatively, and swiftly to bring about and test either a new or improved/customised product or service.

To meet the general fit requirements of the RAPTOR Call, the proposal must comply with ***all of the following conditions****:*

a) *They must develop their solution to overcome the City Challenge between August and December 2024.*

b) *They must conduct an in-situ demonstration of the solution for a minimum of one week by 15 December 2024.*

c) *They must implement full usage and testing of the product/service/solution with* ***the city*** *within the project implementation period.*

d) *They should not have received funding from EIT Urban Mobility S.L. for the same product development.*

Each city has issued a City Challenge as described at www.raptorproject.eu and attached in Annex II, highlighting their niche city mobility challenges and providing the information needed to assess their issue and location.

Communication/dissemination of specific provisions

EIT Urban Mobility will maintain the website and social media channels for the RAPTOR programme.

Additionally, the selected applicants will be required to post about their official selection for the RAPTOR programme and disseminate at least one news or blog item on their website about their involvement in the RAPTOR programme.

Financial aspects

The **total maximum EIT funding** allocated to this Call is up to €520,000 to cover the 13 niche challenges. This Call intends to fund around 13 projects and provides a fixed lump sum of €59,500 per selected project, of

which €40,000 (67.5% of the project budget) will be refunded as EIT funding and €19,500 (32.5% of the project budget) is co-funded by the partner[6].

The aim of this lump sum funding is to reduce administrative and financial errors and simplify complex and time-consuming reporting, making participation in the EIT Urban Mobility community more transparent and accessible. More information on the lump sum design and processes can be found in Annex I at the end of this document.

Furthermore, each selected start-up/SME may receive additional support of up to €59,500. This may only be allocated to start-ups/SMEs that chose "options of equity purchase" as a Financial Sustainability Mechanism (FSM) (see the chapter below). The finance model for this additional support will be to assign a sub-grant to the start-up/SME to pursue activities in line with the overall EIT Urban Mobility objectives. The overall purpose of this additional sub-grant is to provide financial support to foster the hiring, growth, product development, R&D, legal and marketing development of the selected start-up/SME.

While the cost incurred from implementing the challenge will be part of a lump sum (i.e. it will be paid out upon successful receipt of the mandatory deliverables and KPI achievement), the cost incurred from implementing the additional sub-grant must be reported on a real cost basis.

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.

Contribution to EIT Urban Mobility financial sustainability

EIT Urban Mobility has developed an FSM strategy, which aims to create a perpetual innovation fund that will sustain innovation beyond the predefined 14-year cycle of European Commission block grants. This financial independence will be based on a mix of both active earned income and passive investment revenue.

Accordingly, each applicant should have a credible commercialisation strategy for their own product/service/solution evidenced by a credible financial revenue forecast for their specific product/service/solution to be developed/improved during the project implementation phase.

Applicants should also indicate how their project can make a small contribution towards achieving EIT Urban Mobility's financial sustainability. This is often done via:

- An established revenue and success fee. The FSM will be an established revenue and success fee based on a Commercial Readiness Level (CRL) assessment and the company size.

6 The lump sums cannot exceed the maximum amount of €59,999 per entity during the implementation of BP 2023-2025. Any further grant that would lead a project to cumulatively reach or exceed €60,000 in lump sum amounts for the same entity under the same BP 2023-2025 must be assessed and reported as actual costs (as detailed in the Eligibility of Expenditure document).

OR

- Options of equity purchase: these might also be available upon internal evaluation by EIT Urban Mobility.

For companies whose shareholders include EIT Urban Mobility, the chosen FSM **must** be equity.

For this RAPTOR Call, all applicants must sign a **Commercial Agreement** with EIT Urban Mobility before the project begins. The Commercial Agreement will be monitored for a minimum of one year after the project finishes.

Additionally, sales enablement can be supported via the Innovation Advisory Service, during or after the commercial agreement negotiation.

Additional grant for "equity shares" FSM

Each selected start-up/SME may receive additional support of up to €59,500. This additional support may only be allocated to start-ups/SMEs that chose equity shares as their FSM (see also Annex III). The selected proposal will undergo an additional evaluation (see the full list of criteria outlined in Annex III) that will determine whether additional support funds will be allocated. This second evaluation will be performed by an external evaluator and an EIT Urban Mobility evaluator. The final decision will be taken by a selection committee made up of EIT Urban Mobility experts. If the start-up/SME receives a positive evaluation, an additional grant of up to €59,500 may be allocated.

1.3. Fast-track provisions

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

1.4. Support for applicants preparing a proposal

When preparing their proposals, applicants must consult this Call Manual and the supporting documents listed in the Call Summary chart. They will be available on the EIT Urban Mobility website and the RAPTOR project website. Any Call updates will be additionally published on both websites.

To provide maximum support to applicants in preparing and submitting their proposals, EIT Urban Mobility will host one Call launch information session and two live Q&A sessions online. These online information events will focus on the Call content, the challenges, and on the submission and evaluation procedures and financial aspects. These three events will be recorded and made available on the EIT Urban Mobility YouTube and in the News section of the RAPTOR project website.

The calendar of events and the link to register can be found in the table below:

Type of event	Topic covered	Date and time (CET)	Access to platform
Webinar	Call info session	5 March 2024	Register on Zoom

		11:00 to 12:30 CET	EIT UM YouTube (Recording will be available after the session)
Webinar	Live Q&A – Challenge description (first half)	6 March 2024 11:00 to 12:30 CET	Register on Zoom
Webinar	Live Q&A – Challenge description (second half)	7 March 2024 11:00 to 12:30 CET	Register on Zoom

In parallel to the Call information sessions, applicants may contact EIT Urban Mobility to resolve any concerns or doubts on the general/technical procedures and Call content. Below are the key contact details of the EIT Urban Mobility team for questions related to this Call:

Type of contact	Email
EIT Urban Mobility Agile Innovation Team	agileinnovationteam@eiturbanmobility.eu

1.4 Submitting a proposal

Before starting a proposal, all applicants must register on the following three platforms:

- The EU Funding & Tender Opportunities portal, to obtain the 9-digit Participant Identification Code (PIC number). If the participant already has a PIC number, there is no need to register again.
- The EIT Urban Mobility Plaza tool to complete the Partner Information Form (PIF) and obtain the PIF ID. If the participant already has a PIF ID, there is no need to register again,
- The EIT Urban Mobility AwardForce Platform.

The following documentation must be submitted by the start-up/SME through the AwardForce platform no later than **6 May 2024 (Final deadline of the Call) at 17:00 CET.**

- Application Form
- Legal incorporation documents and VAT number

Please carefully read the registration and submission processes. These are outlined in the Guidelines for Applicants document. Any proposals submitted after the deadline will be ineligible.

2 Evaluation and selection process

Once the applicants have submitted their proposals, the EIT Urban Mobility team will proceed to:

- Check eligibility and admissibility criteria of those proposals and, if successful:
- Begin evaluating the content, assisted by the experts.

2.1 Eligibility and admissibility check

A proposal will be considered eligible if:

<table>
<tr><td>1. Completeness</td><td>The proposal is completed and submitted in time by the Lead Applicant via the AwardForce submission tool, in English, with all its mandatory sections.</td></tr>
<tr><td>2. Applicant eligibility</td><td>Applicants respect the requirements established in section 1.1. Applicant eligibility.</td></tr>
<tr><td>3. Legal incorporation document</td><td>Applicants have submitted the legal incorporation document and their VAT number.</td></tr>
<tr><td>4. Applicant registration</td><td>Applicants are registered in the EU Funding & Tender Opportunities portal and EIT Urban Mobility Plaza Tool. Applicants have provided a PIC number and Partner Information Form ID in their proposal.</td></tr>
<tr><td>5. KPI addressed</td><td>All proposals must identify and address two mandatory KPIs.
<table>
<tr><td>KPI Code</td><td>KPI title</td><td>Target</td></tr>
<tr><td>EITHE2.4</td><td>Marketed Innovation</td><td>1</td></tr>
<tr><td>KONHE20</td><td>Designed/Tested Innovations</td><td>1</td></tr>
</table></td></tr>
<tr><td>6. Mandatory deliverables</td><td>All proposals must include the following mandatory deliverables:
DEL 1: Commercial agreement/Equity agreement
DEL 2: Final performance report</td></tr>
</table>

Proposals containing one or more ineligible elements will receive an official communication from EIT Urban Mobility informing applicants of the outcome of the admissibility and eligibility check and explaining why the proposal failed to meet the criteria. Applicants are solely responsible for correctly submitting their application.

In the case of missing or incorrect information linked to KPIs, deliverables, legal incorporation document and registration, applicants will be given five calendar days after receiving the official communication to allow them to complete the application. If the applicants respond positively to this requirement and within the time limit, the proposals will progress to the next stage of the evaluation process (see section 2.2 below).

The applicant may appeal if they disagree with the decision to reject a proposal on the grounds that it is inadmissible/ineligible. This appeal must be made within five calendar days of the official EIT Urban Mobility notification of ineligibility (see Appeal Procedure document published on the Call webpage).

2.2 Evaluation of proposals

The evaluation process has two phases: the quality evaluation and the panel hearing.

1. The quality evaluation has a maximum of 70 points weighted as 70% of the final score.
2. The panel hearing has a maximum of 20 points weighted at 30% of the final score.

Each evaluation phase is comprised of different groups of criteria and sub-criteria which will be assessed according to the following scores:

Score	Description	
0	*None*	The information requested is missing or incomplete
1	*Very poor*	The information provided is considered irrelevant or inadequate, compared to the specific Call provisions
2	*Poor*	The information provided lacks relevant quality and contains significant weaknesses, compared to the specific Call provisions
3	*Fair*	The overall information provided is adequate; however, some aspects are unclearly or insufficiently detailed, compared to the specific Call provisions
4	*Good*	The information provided is adequate with sufficiently outlined details, compared to the specific Call provisions
5	*Excellent*	The information provided is outstanding in its detail, clarity and coherence, compared to the specific Call provisions

First phase – Quality evaluation

The purpose of the evaluation is to assess the strategic fit, excellence, impact and implementation, of each proposal that successfully passes the eligibility and admissibility check. The evaluation will be carried out by an external expert evaluator and a business specialist from EIT Urban Mobility, in addition to a city representative acting as an external observer. The experts will assess each proposal against the evaluation criteria set out below. The external expert evaluator will also act as a rapporteur and will produce a final Summary Evaluation Report for each proposal.

Strategic fit (10 points)	Max. scoring
Strategic fit	**10 points**
• Aligned with the Call requirements regarding the project objectives and scope (section 1.2)	**5 points**
• Aligned with the City Challenge defined in Annex II	**5 points**

Excellence: novelty and innovation (20 points)	Max. points
Coherence of the intervention logic	10 points
• The proposal defines a clear solution and SMART objectives (Specific, Measurable, Achievable, Realistic and Time-Bound).	5 points
• The proposal clearly understands the City Challenge by identifying key issues that they aim to resolve. • The proposal outcomes/outputs have been specified in relation to the expected solution.	5 points
Innovation potential/Thought leadership and results-focus	10 points
• The proposal represents a step forward regarding current state-of-the-art innovation and all key solution elements are defined.	5 points
• The proposal demonstrates its need and relevance for the target user (municipality, citizens, public transport operator, mobility providers, police and security services, public infrastructure providers and maintainers…)	5 points

Impact: social, economic, financial, and general sustainability (20 points)	Max. scoring
Ambition of the proposal and contribution to expected impact	10 points
• The impact (social, economic, and environmental impact) of the proposal is clearly defined and is measurable at a quantitative level. The product has the potential for replication and scaling in other European contexts.	5 points
• The proposal provides a credible commercialisation and development strategy for the specific solution. This includes outlining a sales strategy and go-to-market approach, and the preferred mechanism that will contribute to EIT Urban Mobility financial sustainability.	5 points
Effectiveness of the proposed measures to exploit and disseminate the proposal's activities and results (including IPR management) and to manage data, where relevant	10 points
• The proposal establishes a clear plan for disseminating the project activities and outcome (marketing or user engagement plan to target audiences, aligned with the City Challenge.)	5 points
• The proposal sets out clear measures for IPR management to manage the commercialisation and exploitation of the results.	5 points

Implementation: planning and sound financial management (20 Points)	Max. scoring
Background of the applicant	5 points

• The start-up/SME has technical and business experience in the relevant field. • The key staff have the expertise needed to effectively manage the project. • The proposal outlines how the team and project address the inclusion and diversity agenda – gender, ethnicity, accessibility for all, socio-economic status, etc.	5 points
Coherence and effectiveness of the workplan, including appropriate allocation of budget, tasks, and resources	**15 points**
• The workplan is aligned with the proposal's objectives, KPIs and expected results. It includes expectations with regard to accessible information, infrastructure, data, facilities, specific software, communication systems, etc. that may be required to develop the solution.	5 points
• The proposal clearly establishes timelines, milestones, risks, and includes a feasible in-situ demonstration.	5 points
• The proposed cost estimations, the resources mobilised, and the resulting overall lump sum are plausible and reasonable.	5 points

The total possible score of 70 points, with a weight of 70%, is distributed as follows:

	Max score
Strategic fit	*10 points*
Excellence	*20 points*
Impact	*20 points*
Implementation	*20 points*
Total points	*70 points*
Total weight	*70%*

The proposals will be ranked according to their scores. **The top four proposals for each City Challenge ranked at or above the threshold of 40 points** will be invited to the online panel hearing. If two or more proposals receive equal scores in the first phase of the evaluation process, prioritisation will be based on the following criteria in order of importance: Strategic fit, Excellence, Implementation and Impact. The fifth-ranked proposal may be invited to the online panel hearing in the event of a tie; this decision will be made by the evaluators based on the Strategic fit, Excellence, Implementation and Impact criteria.

Instructions on how to prepare the panel hearing will be provided via email to the corresponding applicants together with the invitation to the panel hearing.

Second phase – Panel hearing

The final portfolios will be selected through a panel hearing with the EIT Urban Mobility selection committee. The panel hearing jury will consist of one external evaluator, a city representative, an EIT Urban Mobility business specialist and the CEO/CFO/Thematic Area lead or their respective representative/deputy.

There will be one panel hearing per City Challenge. The panel hearing will take place remotely via Zoom and will last 15 minutes each. Applicants will be asked to prepare a five-minute pitch presentation describing the solution for the city; how they plan to carry out a live demo of the solution; and the commercial readiness of the solution. After the pitch presentation, there will be 10 minutes of Q&A in which the applicant will respond to questions from the panel hearing jury.

The panel will then have a closed discussion about the proposed solutions and will assess the proposals under the criteria described below (total of 20 points).

Assessment factor	Description of the assessment	Max score
Results of the hearing	• Credibility and quality of the pitch delivered. • Clarity of the responses to questions asked by panel hearing jury. • Responses to issues and concerns expressed by the expert evaluators, if applicable.	Up to 10 points (up to 5 points x2)
Portfolio fit	• Complementarity of the proposal within the current/past portfolio of the Thematic Area and/or EIT Urban Mobility. • Relevance and suitability of the solution for the City Challenge. • Alignment of the start-up and/or solution with the EIT Urban Mobility principles on gender equality and wider diversity. • (if applicable) Relevance of Swiss entities (innovativeness of the product and clear benefit for the EU market).	Up to 10 points (up to 5 points x2)

The total score of 20 points is distributed as follows:

	Max score
Results of the hearing	*10 points*
Portfolio fit	*10 points*
Total points	*20 points*
Total weight	*30%*

In the event of a tie, the city and CEO/CFO/Thematic Area lead or their respective representative/deputy will have the deciding vote. There will be one panel hearing per City Challenge.

The panel hearing jury will also create a reserve list (if applicable) that remains valid in case of sufficient funds and throughout the duration of this Business Plan.

2.3 Communication of results to applicants

All applicants will receive a communication with the final evaluation results (the Summary Evaluation Report, together with the Pitch Panel Hearing Evaluation if applicable). If the proposal is pre-selected, the evaluation results may include a set of recommendations and/or conditions. The communication will establish a non-negotiable deadline. The applicant of a conditionally pre-selected proposal will need to respond and update the proposal according to these conditions within the timeframe outlined in the communication.

If the applicant fails to comply with the conditions or does not respond in the time allocated, EIT Urban Mobility reserves the right to withdraw the conditional notification. Should this occur, the next proposal on the portfolio ranking list will be contacted, according to the ranking list established after the panel hearings.

After this compliance check, the applicant will receive final confirmation of their inclusion in the EIT Urban Mobility portfolio.

If the activities financed under the framework of this Call are successfully carried out and completed, it may be possible to receive additional EIT Urban Mobility funding. This process is regulated by the provisions included in the EIT Urban Mobility guidance on the fast-track mechanism.

2.4 Appealing against evaluation results

The applicant of a rejected proposal who disagrees with the decision may appeal only in the event that a quality evaluation comment clearly contradicts the information provided in the proposal. In this case, the applicant will have five calendar days after receiving the final evaluation results to submit an appeal(see Appeal Procedure document published on the Call webpage).

Annex I – Lump sum funding

The aim of lump sum funding is to reduce administrative and financial errors, and to simplify complex and time-consuming reporting, making it easier to participate in the EIT Urban Mobility community.

Main features of the 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 actual cost 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 end date of the task;
- in line with normal practices;
- reasonable/not excessive;
- in line with and necessary for the activities proposed.

Payments

Types of payments:

First payment

The first payment of the total budget assigned to the project will be made according to the following schedule:

First payment	Estimated date
50% of the EIT Urban Mobility contribution to be received	Following the signing of the Financial Support Agreement (FSA).

Final payment (payment of the balance)

The final payment closes the grant and takes place after the project is officially complete.

The remaining amount of the EIT Urban Mobility contribution to be received by the beneficiary – up to 50% of EIT URBAN MOBILITY's contribution – –will be paid according to the mandatory deliverables set out below. The deliverables may be declared fully completed and approved by the EIT Urban Mobility, partially completed, or completely rejected. The project performance,the percentage of KPIs achieved and submission the mandatory deliverables could affect the balance payment (i.e. the performance rate methodology is applied to the balance payment).

Mandatory deliverables and KPIs

To prove that the activity has been successfully implemented, and thereby earn the right to receive the EIT Urban Mobility contribution according to its defined value, the following compulsory deliverables and KPIs must be submitted and approved by the EIT Urban Mobility:

	Value assigned to deliverables as a percentage of the total EIT URBAN MOBILITY contribution to be received
DEL 1: Commercial agreement/Equity agreement The report will contain: • A copy of the signed Commercial Agreement or Equity Agreement.	30% of the total EIT Urban Mobility contribution
DEL 2: Final performance report The report will contain: • A letter from the city accepting the demo; • Proof that the branding requirements have been met	30% of the total EIT Urban Mobility contribution
KPIs achieved The evidence submitted should include: • Completed KPI reporting templates; • Invoice(s) from marketed innovation.	40% of the total EIT Urban Mobility contribution

Reporting

Reporting periods and technical reporting follow the rules and procedures established in the EIT URBAN MOBILITY Project Implementation Handbook with the focus on successful completion and approval of the mandatory deliverables.

Before a mandatory deliverable is rejected as incomplete, the applicant is invited to respond to the observations of the EIT URBAN MOBILITY project officer/s.

If a mandatory deliverable is declared incomplete or in need of improvement, it will be rejected by the EIT URBAN MOBILITY, and the lump sum concerned will be not paid at that point in time. Accordingly, the beneficiary will have to complete/improve the mandatory deliverable later and resubmit it at the end of any subsequent reporting period 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/refunded.

Furthermore, EIT Urban Mobility will monitor all activities up to five years after the activity is completed to track long-term impact and the status of commercialisation, and to ensure that the KPIs are achieved after the activity ends.

Assessment

EIT Urban Mobility will assess the status of the mandatory deliverables at the end of the project. For each mandatory deliverable and KPI submitted, EIT Urban Mobility will assess and choose between 'completed', partially completed' and 'not completed'. Should the EIT Urban Mobility declare a mandatory deliverable and/or KPI as 'partially completed', the percentage of completion will be calculated according to the specific grant reduction methodologies established below:

DEL/KPI	Indicator	Weight (%)
DEL 1	1. Commercial agreement/Equity agreement • Commercial agreement/Equity agreement is signed: no reduction. • Commercial agreement/Equity agreement not signed: 30% reduction.	Up to 30%
DEL 2	1. City acceptance letter • City acceptance letter is signed: no reduction. • City acceptance letter is not signed: 20% reduction. 2. Proof that the branding requirements have been met • The branding reduction will be made proportionally and according to the "EIT Urban Mobility 2023-2025 Brand Book" and "EIT Urban Mobility 2023-2025 Communication Guidelines". • Branding requirements not addressed: 10% reduction.	Up to 30%
KPIs	1. EITHE02.4 Marketed Innovations: KPI 35% • All KPIs achieved: no reduction. • No KPIs achieved: 35% reduction. 2. KONHE20 Design/Tested Innovations: 5%. • All KPIs achieved: no reduction. • No KPIs achieved: 5% reduction.	Up to 40%

EIT Urban Mobility will reject a mandatory deliverable and/or KPI when a significant or essential part of the information has not been provided or is incomplete, and this has not been justified or accepted. If EIT Urban Mobility intends to reject a mandatory deliverable, the beneficiary will have the opportunity to respond to the EIT Urban Mobility's observations. In this case, EIT Urban Mobility will either send the beneficiary a request for additional information or ask the beneficiary to justify the completion of the mandatory deliverable.

Annex II – City challenges

RAPTOR Niche Urban Mobility Challenges

1. Bacău

City	Bacău
Area (if relevant)	-
Challenge Statement (Question format)	How can Bacău create a diverse and accessible transportation system that effectively addresses the mobility needs of its senior population?
Challenge name (Max three words)	Active Mobility for Seniors
Situation as-is (Description of the challenge you want to address 300 words max.)	In Bacău, Romania, seniors (approximately 35% of the population) face mobility challenges due to limitations of traditional transportation options, which often present limitations due to physical demands, accessibility issues, and affordability concerns. This, in turn, can lead to social isolation, reduced mobility, and negative impacts on physical and mental well-being. Lately, the city has been developing its cycling infrastructure, but it is still presenting some challenges. The city lacks a strong bike culture, and seniors might not possess the skills, confidence, or motivation to ride for transportation or recreation. Therefore, the city needs to find ways to encourage and support the elderly to use bikes, as well as to improve the quality and design of the bike infrastructure, to make it more accessible and convenient. Recognizing this, Bacau City seeks to explore and implement innovative, accessible solutions that encourage seniors to embrace active mobility, particularly cycling, and rediscover the joy of movement. The city envisions a transportation system that

	seamlessly integrates the needs of its senior residents. While cycling is a key focus, Bacau encourages proposals for other inclusive and accessible mobility options for seniors. Bacau wants to transform its mobility into a vibrant network that fosters interaction, and a better quality of life for all residents, regardless of age.
Expected to-be situation (How does success look like? How success could be measured? – max. 5 bullet points)	• Increase number of senior people using bikes • Increased confidence and safety of bike infrastructure • Shift to active modes of transport • Increase overall mobility within the city for the elderly population, promoting social inclusion and improving their quality of life.

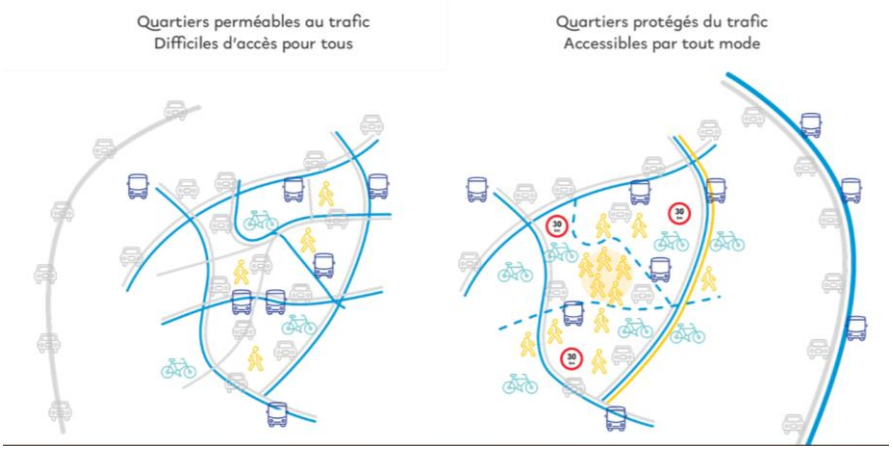
2. Brasov

City	**Brasov**
Area (if relevant)	**Historic city centre**
Challenge Statement (Question format)	**How can Brasov improve the distribution of goods in the historical centre to reduce congestion and air pollution?**
Challenge name (Max three words)	**Inner city logistics**
Situation as-is (Description of the challenge you want to address 300 words max.)	The historical centre of Brasov is under constant traffic congestion. Three main factors contribute to this situation: school mobility, delivery vehicles and tourists and local visitors searching for parking spots. The historical centre was developed in a valley and is surrounded by mountains on 3 sides. Therefore, road capacity is very limited. Congestion often occurs given the low traffic

	capacity of the roads servicing the area. Most pressing are the two roundabouts at the end of Mureșenilor Street (the main artery servicing the historical centre) that are frequently congested causing gridlock in the area, sometimes generating queues longer than 1 km. The severe congestion in the central area traps citizens, logistics vehicles and crucial services like ambulances and public transport. Addressing this through innovative solutions could significantly improve mobility and ensure timely access to important services. To address one of the three main causes of congestion, which is the loading and unloading of freight, one lane of Mureșenilor Street has been dedicated for short-term parking during specific time intervals. Outside these designated hours, parking in this lane is strictly prohibited. However, illegal parking, stopping, and drop-offs still occur, effectively blocking it throughout most of the day. Beyond this lane, numerous unofficial parking spots have emerged where vehicles park to deliver goods or pick up food from restaurants in the pedestrian-only area (recently, over 80% of the core central area's streets have become pedestrianized). Additionally, the situation affects air quality, which often exceeds permissible values for PM 1.0, PM 2.5, and noise pollution. Seeking to promote a more efficient and sustainable logistics model in the inner city, the municipality is committed to implementing solutions that reduce the contribution of delivery traffic to congestion and pollution within the historic centre.
Expected to-be situation (How does success look like? How success could be measured? – max. 5 bullet points)	• Reduced traffic volume in the city centre: less than 800 vehicles per hour entering Mureșenilor Street in peak hours • Improved conditions for local businesses to deliver food and receive supplies • Decrease in the use of motorized vehicles for deliveries within the central area • Improved air quality: lower number of hours per month with PM 1.0 and PM 2.5 exceeding the maximum threshold • Reduced noise pollution on Mureșenilor Street: from 70 decibels to 50 decibels

3. Brussels Capital Region

City	Brussels Capital Region
Area (neighbourhood/ zone of city, if relevant)	Low traffic neighbourhoods that have been implemented: -The pentagon https://www.bruxelles.be/carte-du-schema-de-circulation-dans-le-pentagone -Flagey-Etangs https://www.ixelles.be/site/858-Contrat-local-de-mobilite-Flagey-Etangs -Fernand Cocq & Keyenveld
Challenge Statement (Question format)	How might we facilitate the transport of goods and services within low traffic neighbourhoods efficiently?
Challenge name (Max three words)	Delivering in low traffic neighbourhoods
Challenge Area (Select one)	Sustainable Urban Logistics
Situation as-is (Description of the challenge you want to address 300 words max.)	The new strategic Brussels Capital Region 2020 mobility plan, "Good Move," introduced the implementation of Low Traffic Neighbourhoods (LTNs), a central measure that has sparked both positive and negative reactions.. The region has been divided into 50 different neighbourhoods where through traffic is discouraged and confined to the main axes, encouraging walking and micro-mobility within the LTN (*see image below*). The aim is to improve residents' quality of life, road safety, and reduce car dependence in the city.

	 Currently, the implementation of LTNs has been slowed down because of low public acceptance due to limited circulation and frustration with changes to traffic. The challenge is to provide a solution for logistics providers to maintain operational efficiency in LTNs, while fostering public support and optimisation of the LTNs. Limited access in low-traffic zones disrupts traditional delivery routes, significantly reducing the efficiency of van and truck operations as measured by stops per hour. This requires solutions for carriers to make deliveries more efficient within these neighbourhoods. By supporting inner-city logistics to adapt to low-traffic neighbourhoods, the Brussels Capital Region aims to **demonstrate that these zones can encourage more efficient delivery models** than currently exist, while guaranteeing the same operativity as prior to the implementation of LTN
Expected to-be situation (How does success look like? How success could be measured with measurable KPIs? – max. 5 bullet points)	This challenge looks for innovative, future-proof solutions that could be easily replicated in all 50 LTNs. The involvement of local shops and logistics companies as end-users will be key factor in the success of the pilot. The solution provided should be affordable, to ensure scaling upon success of the pilot. The Brussels Capital Region is open to a wide variety of solutions that could enhance logistics in LTNs, while tackling issues of public support. The goal is to propose a solution that would work within the currently established LTN framework, to optimise the functioning and support of the LTNs without hindering their implementation. Therefore, solutions should not include exemptions to the current LTN policy but should ensure applicability and affordability for the public administration. Examples could include digital tools such as routing solutions that integrate the logistics transport traffic information and the LTNs requirements, or infrastructure solutions like

	mobile logistics hubs or smart signalling systems for transporters. Supporting green urban logistics will not only benefit the local economy but also improve perception of LTNs. Nice-to-have: - Demonstrate that operations are more efficient (in terms of stops per hour) in a district after it has been transformed in a low traffic neighbourhood. - Introduce a modal shift from motorised vehicles for the movement of freight and services - Support the development of new circulation plans integrating the needs from retailers and transporters.

4. Fingal County

City	Dublin
Area (neighbourhood/ zone of city, if relevant)	Location within Fingal County being identified Swords/Blanchardstown/Rush
Challenge Statement (Question format)	How to effectively collect data and evaluate the impact of 'School Streets / Quiet Streets' in Fingal County to improve road safety, promote active travel, and enhance liveability?
Challenge name (Max three words)	Data Collection in School Street / Quiet Street
Challenge Area (Select one)	Future Mobility
Situation as-is (Description of the challenge you want to address 300 words max.)	Significant work is being carried out to promote active travel in Fingal County. However, there is currently no data on the number of bicycle and pedestrian journeys made in the County. Additionally, there is no data on air quality before and after the deployment of infrastructure / interventions for active mobility. Over the past few years, there has been an increase in the number of serious injuries and fatalities due to road collisions. To address this, the County is planning to implement

	School Streets / School Streets / Quiet Streets / in some areas. This approach allows residents and business owner to access residential/local streets but restricts other traffic, creating safer, cleaner, and more active travel friendly streets. The goal is to implement School Streets / Quiet Streets in Fingal that will: • Improve access to and connectivity between different areas • Encourage people to walk and use bike share more • Promote sustainable transportation • Reduce air and noise pollution • Create a safer street environment, improving safety for the most vulnerable road users (children, older adults, people with visual / mobility impairment, people with disabilities, people walking, wheeling and cycling) In other words, to assess the impact of School Streets / Quiet Streets, Fingal County Council is interested to collect the data on: - Traffic volume, patterns, movements, speed, , illegal or hazardous parking and driving behaviour around the School Street / Quiet Street before, during and after the intervention - Modal share data: Road user (data before, during, and after the intervention; The number of people using active travel modes e.g., walking, cycling, wheeling, scooting before, during, and after the intervention - Air quality and noise pollution; Additionally, to understand how people interact with public spaces, the County seeks data on usage patterns, time spent on streets, and movement dynamics, particularly focusing on potential behavioural changes due to the intervention. The first School Streets / Quiet Streets is expected to be implemented in August/September 2024 after a selection from nominations provided by citizens.
Expected to-be situation (How does success look like? How success could be measured with measurable KPIs? – max. 5 bullet points)	Fingal County envision acquiring high-quality data that unlocks insights into the street/area's transformation, fostering informed decision-making for future projects and increasing active traveling in the County. In summary, the solution should empower the County to demonstrate that the School Streets / Quiet Streets implementation leads to: • Reduced traffic volume • Improved air quality • Increased active travel (walking, bike share use, cycling, wheeling, scooting) • Enhanced public space utilization • Minimal impact on wider areas i.e. no increase in traffic volume on surrounding street network

5. Ghent

City	Ghent
Area (neighbourhood/ zone of city, if relevant)	-
Challenge Statement (Question format)	How to improve traffic safety in Ghent through automated and cost-effective video analysis?
Challenge name (Max three words)	Traffic safety analyses
Challenge Area (Select one)	Future Mobility
Situation as-is (Description of the challenge you want to address 300 words max.)	Enhancing road safety for all road users, particularly active road users like pedestrians and cyclists, is a crucial objective for the City of Ghent's Mobility Department. To effectively design safer road infrastructure, comprehensive insights into traffic patterns at accident-prone intersections and intersections that feel unsafe are essential. While the department currently collects data on traffic volumes and registered accidents, it lacks detailed information about traffic flows, desire lines, unauthorized maneuvers, near accidents, noninjury accidents and other crucial factors influencing safety. On-site observations and camera footage (using AI) can provide insights and additional data, but methods for video processing are expensive and time-consuming, making it impossible for smaller cities to analyze multiple intersections. To address this challenge, the City of Ghent seeks cost-effective and automated software solutions capable of analyzing aerial video images provided by the city´s sources (captured by drones and/or cameras with bird's eye view). The solution should provide detailed information on traffic flows, near misses, and other crucial factors influencing road safety. The city of Ghent will collect and provide video images using drones and/or temporarily mounted cameras. Mounted cameras with continuous power supply capture extensive

	data but may have limited placement options *(e.g. not sufficient height).* Drones offer wider coverage and higher vantage points but face battery limitations, requiring multiple units or battery swaps, providing multiple shorter videos for the analysis. The city is looking for a solution able to analyse these different visual inputs and provide information on traffic safety on intersections. The city is mostly looking for software solutions for video analysis, but other solutions that will help to improve the traffic analysis might be considered. The city´s main goal is to make evidence-based decisions to improve traffic safety, making (infrastructure) improvements to the road design and thus reduce the number of fatalities and near accidents on the road network.
Expected to-be situation (How does success look like? How success could be measured with measurable KPIs? – max. 5 bullet points)	The city should have access to video processing software that can transform the gathered footage into customized analyses. Affordable and customizable software with user-friendly tools is essential for effective data extraction and visualization. The software should provide the city with editable format of the analysis (e.g. the aggregated data and analysis can be reused, visualizations can be edited or reused etc.) to avoid vendor lock-in. The city will need to be sufficiently trained on the use of the solution, to be able to exploit it extensively on its own (no black-box results) Must-have: - Produce basic reports on traffic flows and statistics. - Recognize, categorize, and count different transport modes for all possible trajectories on the intersection. - Generate heatmaps of the trajectories of all road users on the intersection. - Detect accidents and near-accidents, which are instances where different road users' trajectories almost collide. - Comply with GDPR regulations to protect user privacy. Nice-to-have: - Provide detailed analysis of speed and velocity for every trajectory for every transport mode, with different visualizations.

6. Graz

City	Holding Graz – Kommunale Dienstleistungen GmbH

Area (neighbourhood/ zone of city, if relevant)	Public Transportation
Challenge Statement (Question format)	How can data collected in the course of a traffic accident help and be meaningfully enriched in order to derive patterns for accident prevention?
Challenge name (Max three words)	Smart Accident Prevention
Challenge Area (Select one)	Public transport/mass transit
Situation as-is (Description of the challenge you want to address 300 words max.)	Every incident in the operation of the Graz Lines, such as a grazing of another vehicle or a passenger fall, must be documented by the drivers in the form of an analog accident form. Currently, the data is not digitally processed or analyzed, which means that no accident hotspots can be derived.
Expected to-be situation (How does success look like? How success could be measured with measurable KPIs? – max. 5 bullet points)	Tablet equipment: In the future, all Graz Linien drivers will be equipped with tablets, which will enable the digital recording of accident data. Overcoming the language barrier: The software solution should specifically address the needs of employees with a migration background by offering intuitive interfaces and multilingualism. Innovative solutions, including AI-supported translation services, can be considered here. Ease of use for drivers: The user interface of the application should be designed in such a way that it is easy to understand and use for all drivers, regardless of their technical background. User-friendliness is crucial for broad acceptance. Insurance processing and integration into urban systems: The digitalized accident report should not only take into account the needs of drivers, but also the requirements of insurance processing and integration into city systems. Interfaces to existing IT infrastructures are of the utmost importance here. Accidents can be measurably reduced. High data quality increases the efficiency of accident handling. KPIs • Automatic collection of accident data • Recognized patterns (meaningful correlations are recognized) • Integration of external sources (weather, sensors, movement data) • Early warning system possible (constellations can be recognized and drivers can be warned/sensitized)

7. Helsinki

City	Helsinki
Area (neighbourhood/ zone of city, if relevant)	A selected urban environment near the city centre of Helsinki with transport hubs (train stations, bus stops). The exact area/location will be decided together with the service provider from a few possibilities such as the modern districts of Jätkäsaari or Kalasatama, or around Itäkeskus (where the association for people with visual impairments is located).
Challenge Statement (Question format)	What are new, scalable (agile and highly automated, potentially crowdsourced) methods to collect detailed accessibility information relevant for a) vulnerable user groups and b) logistics on precise paths to travel with e.g. wheelchair or rolling cage? Additional considerations: • Adherence to accessibility regulations (e.g. information required to be collected and provided by transport hubs), categorisation of issues with fixed infrastructure and other temporary obstacles. • Ability to collect relevant extra information (usability, weather-related conditions etc of certain segments of infrastructure).
Challenge name (Max three words)	Mapping Accessible Pathways
Challenge Area (Select one)	Mobility infrastructure
Situation as-is (Description of the challenge you want to address 300 words max.)	Current accessibility information is very limited in detail (e.g. a bus stop's accessibility might be described as 'yes' or 'no'). Actual data required for designing fully accessible door-to-door routes, for example, is missing (e.g. curbs, slopes, door accessibility etc.). Scarce information is typically collected during the design and building phase rather than reflecting the condition of existing premises. On the other hand, EU regulations will require mobility hubs to provide accessibility information (starting from elevators and ramps). Collecting and keeping these types of information up to date in scale is challenging. More automated methods than a person going around writing down and updating status information are therefore needed. There are no common standards for the collection of accessibility data.
Expected to-be situation (How does success look like? How success could be measured with	There should be effective methods for collecting sufficient detailed data to provide navigation and routing services for people with various accessibility challenges. For example, ensuring wheelchair accessibility on the entire route (e.g. from bus to a station and outside a hub) can be covered.

measurable KPIs? – max. 5 bullet points)	Three main KPIs: • Scalability. • Cost-efficiency. • Ease of use. The solution should be efficient or simple enough to be deployed widely and to be used regularly: costs per area mapping should be minimized, keeping in mind that the information needs to be updated on a regular basis. It should not require extensive training to be deployed/done/operated.

8. Konya Metropolitan Municipality

City	Konya Metropolitan Municipality
Area (neighbourhood/ zone of city, if relevant)	Konya City Centre (Karatay, Meram and Selçuklu Districts)
Challenge Statement (Question format)	How can Konya's multimodal commuting experience be improved?
Challenge name (Max three words)	Improvement of multi-modal commuting experience
Challenge Area (Select one)	Future Mobility
Situation as-is (Description of the challenge you want to address 300 words max.)	In Konya, nearly 61% of the population lives in urban areas. Over the past decade, the number of registered vehicles in Konya has notably risen. As of October 2023, there were 849,055 registered vehicles, with private ones making up 48.2% of them. Private vehicles are used for about 24% of trips, while public transport accounts for 23%, 14% services, pedestrians, and cyclists together make up 39%. More than half of pedestrian trips are from home to school. Only a tiny portion of trips (1.86%) involve transfers between different modes of transportation. Specifically for public transport trips, the transfer rate is 7%. In 2002, transfer trips made up 3.73% of all trips, but by 2012, this had dropped to 1.84%. Because the city has expended and people aren't accustomed to changing from one mode of transport to another, more people are driving their own cars instead of using public transport. This has resulted in fewer trips where people use different forms of transport for a single journey. Multi-modal transportation should be encouraged in order to reduce the increasing use of private vehicles as a result of the horizontal development of Konya city over large areas and to support sustainable mobility.

Expected to-be situation (How does success look like? How success could be measured with measurable KPIs? – max. 5 bullet points)	Multimodal transport should be promoted in order to reduce the use of private vehicles and to support sustainable mobility with personalized interventions using behavioral science and nudge techniques, and a transfer culture needs to be created in the city. It is aimed to ensure active mobility in last-mile journeys, increase the use of public transportation for long distances trips, and improve the integration between different transport modes. Therefore, the topic "Improvement of multi-modal commuting experience" was chosen as Raptor challenge. KPIs: • With personalized interventions and incentives using behavioral science and nudging techniques, the tendency towards sustainable transportation modes will increase and the use of sustainable transportation modes will increase. • Satisfaction with Multimodal transportation will increase by making transfers more attractive. • Active mobility, use of public transportation, road safety and accessibility will increase due to the reduction in the use of private vehicles, and public health will be protected by reducing air and noise pollution. • People's awareness and culture of connected journeys will be created by training them on how to navigate multimodal transportation systems, how to transfer seamlessly between modes, and how to use various transportation options effectively. • Transfer between transportation modes will be provided by ensuring integration between active mobility and public transportation journeys.

9. Kosice

City	Košice, Slovakia
Area (neighbourhood/ zone of city, if relevant)	
Challenge Statement (Question format)	How can Kosice implement an intelligent, cost-effective **traffic signal prioritization** system for public transport and emergency vehicles ensuring minimal infrastructural impact and technological compatibility?
Challenge name (Max three words)	Traffic management optimization

Situation as-is (Description of the challenge you want to address 300 words max.)	Kosice's traffic management system faces several interconnected challenges. The city centre relies heavily on outdated traffic signals, many dating back to the 1990s and lacking modern control capabilities. While recent projects modernized tram-related infrastructure, other road users haven't benefited from prioritization features. This, coupled with inefficient traffic flow, leads to congestion, and potentially hinders timely responses to emergencies. The city is looking for innovative, cost-effective solutions that could address these issues and improve traffic flow at the intersections, resulting in smoother and optimized travel, especially for public transport and emergency vehicles.
Expected to-be situation (How does success look like? How success could be measured? – max. 5 bullet points)	• Reduced congestion and travel times for all users. (Measure: Lower average travel times & reduced congestion levels) • Ensured faster response times for ambulances, fire trucks, and police cars. (Measure: Decreased emergency response times) • Cost-Effective solution (Measure: Lower cost-to-benefit ratio compared to traditional systems) • Seamless Integration with various vehicle types and brands. (Measure: Positive user feedback on ease of integration and use) • Optimization to minimize congestion and maximize traffic efficiency. (Measure: Improved intersection flow and reduced wait times)

10. Las Rozas de Madrid

City	**Las Rozas (ES)**
Area (neighbourhood/ zone of city, if relevant)	**Las Rozas downtown**
Challenge Statement (Question format)	**How can we collect and analyse data on the accessibility of Las Rozas pedestrian infrastructure?**
Challenge name (Max three words)	**Pedestrian Crossings Accessibility**
Challenge Area (Select one)	**Mobility infrastructure**
Situation as-is (Description of the challenge you want to address 300 words max.)	The Municipality of Las Rozas de Madrid lacks updated data on the accessibility of its pedestrian infrastructure, particularly sidewalks, crossings, and intersections with other transportation networks. This information is essential for ensuring the city welcomes and caters to everyone, including elderly residents and people with reduced mobility.

	Currently, data are absent regarding crossing details like width, ramps, slopes, markings, signage, and even the positioning of nearby street furniture. Additionally, safety concerns around intersections, such as vehicles bypassing buses at crossings and visibility obstructions, remain undocumented. While the Sustainable Urban Mobility Plan offers some information on specific routes, it lacks a complete picture of the wider infrastructure's accessibility. Some resources exist to bridge this gap. The city council website provides cartographic data, offering a base for mapping accessibility features. Moreover, surveys have been done providing valuable insights into residents' perceptions of accessibility and highlighting areas needing improvement. However, relying solely on these existing measures falls short. Las Rozas needs a comprehensive data collection effort encompassing the physical accessibility of its entire pedestrian infrastructure, including detailed assessments of crossings, intersections, and their connection to other networks. Incorporating resident feedback and safety concerns into the data collection process is crucial to ensure a holistic understanding of accessibility challenges. By addressing these data gaps, Las Rozas wants to become a more accessible and inclusive city, truly welcoming all its residents to navigate its streets safely and comfortably.
Expected to-be situation (How does success look like? How success could be measured with measurable KPIs? – max. 5 bullet points)	Las Rozas aims to have a solution for ongoing data collection and analysis on pedestrian infrastructure accessibility, achieving objectives such as: • Updated inventory of at least 75% of pedestrian crossings. • Integration with the Geographic Information System (GIS), Digital Twin of the city and Smart City Platform. • Generation of accessibility indicators based on existing regulations and criteria defined by the Municipality and key stakeholders (Associations of People with Reduced Mobility, etc.) for informed decision-making regarding the configuration of public space, investments in improving pedestrian infrastructure, and maintenance.

11.Liepaja

City	**Liepaja**
Area (neighbourhood/ zone of city, if relevant)	**Potential pilot area and low-emission zone: the scope of this action is the city center, Lielā street with side streets (up to the first intersections) within the borders from Tram bridge to Graudu street.**

Challenge Statement (Question format)	**How can the CO2 levels of vehicles entering and leaving a specific urban area be monitored by using licence plates for identification and integrating them with a digital twin?**
Challenge name (Max three words)	**LEZ CO2 Monitoring**
Challenge Area (Select one)	**Future Mobility**
Situation as-is (Description of the challenge you want to address 300 words max.)	In Liepaja city – one of the EU 100 climate-neutral and smart cities -, the primary challenge is addressing CO2 emissions stemming from private transport, which contributes to a significant 46% of the city's overall emissions[1]. The existing data gathering system, especially for transport emissions, is not as efficient as needed. This inefficiency hinders the city's ability to precisely monitor and manage emissions from individual vehicles. This inadequacy poses a challenge to the city's capability to accurately monitor and control emissions originating from individual vehicles. Presently, information on transport emissions is gathered through a cumbersome process involving fuel stations. The municipality writes official letters to these stations, waits for the response regarding fuel consumption data, and subsequently provides the obtained information to experts who convert energy data into emissions. Finally, these data are combined to generate graphics for a comprehensive overview. This intricate and time-consuming procedure underscores the pressing need for a more streamlined and efficient data collection mechanism. Despite having a traffic monitoring system in place with features such as facilitating "green waves," monitoring intersection occupancy, detecting the presence of vehicles, remote control of traffic lights, vehicle counting, pedestrian detection through thermo detectors, red light violation detection, transport classification, and capabilities to receive warnings about errors in traffic lights, there remains a key challenge in integrating these functionalities for effective emission control. The current systems operate independently, and while they offer valuable insights into traffic patterns and violations, a cohesive integration is necessary to leverage this data comprehensively for real-time emission monitoring and control. Applicants are encouraged to propose solutions that bridge the existing gaps and enhance the synergy among these features for a more robust and integrated emission control system. Considering these factors, the goal is to enhance the current traffic control and monitoring infrastructure to specifically target and address CO2 emissions from road transport. Despite the current absence of extensive cameras and sensors in the city's infrastructure, there is an opportunity to develop a more efficient and comprehensive data gathering system by strategically **integrating new surveillance technologies.**
Expected to-be situation	The proposed solution should involve the **integration of advanced license plate recognition technology** into the traffic control infrastructure. This technology,

(How does success look like? How success could be measured with measurable KPIs? – max. 5 bullet points)	combined with data analytics capabilities, would enable the identification and tracking of vehicles entering and exiting specific zones and afterwards also the whole city. By focusing on road transport, the city can strategically address the major source of CO2 emissions. Furthermore, the system could be designed to **categorize vehicles** based on their emission profiles, providing valuable insights for formulating targeted policies. With the possibility of mandatory low-emission zones in cities post-2030, Liepaja could proactively position itself by implementing a robust monitoring system that aligns with future regulatory requirements. The development of such a system not only addresses the current inefficiencies in data gathering for transport emissions but also positions Liepaja as a city at the forefront of sustainable urban planning. It sets the groundwork for proactive emission management, aligning with global trends toward environmental awareness and low-emission zones. How success could be measured with measurable KPIs: 1. Enhanced data accuracy. The implementation of an advanced monitoring system will have a substantial improvement in data accuracy compared to the existing system. Achieving a **95%**[2] accuracy rate in identifying and categorising vehicles would be a measurable KPI. 2. Strategic car reduction. The goal is a reduction in the overall number of vehicles entering the city, particularly a decrease in the presence of high-emission cars. Achieving success entails a notable decline in both the total volume of cars and the **proportion of high-emission vehicles** (needs to be calculated existing situation and then set targets), targeting a **15 000 car**[3] reduction by year 2030 comparing to year 2022. 3. Efficient traffic management. The success of the project can be measured by improvements in traffic flow and congestion reduction. KPIs may include a **15%**[4] decrease in average **commute times**[5] and a **50%** reduction in **traffic-related incidents** by year 2030 comparing to year 2020[6]. 4. Public awareness, engagement, and visual feedback. Success is also reflected in heightened public awareness and engagement regarding emissions. A measurable KPI would be **a slight increase in public participation** in eco-friendly transportation initiatives and awareness campaigns. Additionally, implementing a visual feedback solution to drivers, such as a display indicating the environmental impact of their vehicle, aims to further raise awareness. Success would be indicated by **a slight increase in drivers opting for eco-friendly behaviors** after being visually informed about their vehicle's carbon footprint (Liepaja, in collaboration with the Dienvidkurzeme region, is actively working on the development of a Sustainable

		Urban Mobility Plan (SUMP) and will assess the significance of public participation in eco-friendly transportation initiatives and awareness campaigns[7]). This not only encourages immediate changes in behavior but also has the potential to influence the next generation, as the information is visible to drivers' children as well. 5. Considering these factors, the goal is to enhance the current traffic control and monitoring infrastructure to specifically target and address CO2 emissions from road transport. Despite the current absence of extensive cameras and sensors in the city's infrastructure, there is an opportunity to **develop a more efficient** and comprehensive **data gathering system** by strategically integrating new surveillance technologies. 6. Reduced private transport emissions. Success would be reflected in a noticeable decrease in **CO2 emissions** from private transport within Liepaja city, with a target **reduction of 73%** till year 2030 comparing to year 2006[8].

12. Vila Nova de Gaia

City	**Vila Nova de Gaia**
Area (neighbourhood/ zone of city, if relevant)	**With a municipal area of 168 km², 15 km of coastline and 25 km of riverbank along the Douro River, it is the most populous municipality in the metropolitan territory (303824 inhabitants in 2021).**
Challenge Statement (Question format)	**How to empower citizens to choose active travel with enhanced information on walking and cycling routes on the existing mobility platform?**
Challenge name (Max three words)	**Enhanced active mobility with MOB+ active** (MOB+ is the name of the mobility strategy of the municipality and the name of the mobility platform: MOB+ PLATAFORMA DE MOBILIDADE
Challenge Area (Select one)	Future Mobility
Situation as-is (Description of the challenge you want to address 300 words max.)	Currently, the local mobility platform (MOB+) in Vila Nova de Gaia offers limited information for those travelling on foot, mirroring the wider issue seen in apps like Google Maps and Waze. This presents a challenge for both residents and visitors in selecting the most suitable and sustainable travel option. Only 10% of commuters in the city currently choose to walk or cycle, with 70% opting for private motor vehicles.

	One of the key objectives for the city is to enhance the MOB+ platform's value and encourage its use, nudging users towards active modes of transport. Vila Nova de Gaia is seeking solutions that could be integrated into the platform and help users to identify walking and cycling routes starting from the user's location, with estimated durations of 15, 30, and 45 minutes, while providing information on pavement conditions, safety, lighting, and elevation. The city is open to other creative solutions to encourage pedestrian and cycling journeys, leveraging the attractiveness and usage of the app, ultimately promoting a shift towards more sustainable and healthy travel choices.
Expected to-be situation (How does success look like? How success could be measured with measurable KPIs? – max. 5 bullet points)	Increase the use and the value of the existing mobility platform and help users choose the active modes instead of the individual motorized vehicle. KPI: • number of platform users/ month • number of times the functionality was used/ month • % number of users this functionality/ number of platform users

13. Vitoria-Gasteiz

City	Vitoria-Gasteiz (ES)
Area (neighbourhood/ zone of city, if relevant)	Urban area of Vitoria-Gasteiz
Challenge Statement (Question format)	How can Vitoria-Gasteiz effectively monitor cycling, in order to understand existing bike infrastructure use and to ensure traceability and safety?
Challenge name (Max three words)	Bike tracking technology for enhanced security measures
Challenge Area (Select one)	Future Mobility
Situation as-is (Description of the challenge you want to address 300 words max.)	Vitoria-Gasteiz has an extensive 180-kilometre network of bike lanes, making it a highly bike-friendly city. Residents enjoy easy access to this network within 250 meters of their homes. The city offers around 11,500 on-street bike parking spaces, along with VGbiziz, a secure bike parking service with 14 locations and

	1,000 secure spots (as of December 2023). More than 14,000 bicycles are already registered in the public bicycle registry. Despite its position as a cycling leader, the city lacks precise data on cycling habits and the utilization of its existing bike infrastructure. To address this, the city is looking for innovative technological solutions for bicycle traceability (e.g., passive registration of bicycle electronic tags). Such solution(s) should enhance bike traffic monitoring capabilities, improve security, and optimize cycling parking infrastructure utilization. Ideally, the solution would also contribute to reducing bicycle theft within the VGbiziz parking network. The city seeks cost-effective, functional, and scalable solutions to seamlessly integrate into the city's existing infrastructure and effectively address its cycling needs.
Expected to-be situation (How does success look like? How success could be measured with measurable KPIs? – max. 5 bullet points)	• Implementation of a robust data capture and monitoring system. • Regular reports on bike lane usage and secure bike infrastructure. • Increased awareness and promotion of cycling benefits. • Enhanced security and accessibility to bike facilities. • Measure success through increased bike lane utilization and secure bike infrastructure subscriptions. Physical bike parking infrastructure will not be considered for this challenge.

Annex III – Evaluation for an additional grant

Applicants who were successfully selected for this Call and who chose "equity shares" as their Financial Sustainability Mechanism will undergo an additional evaluation stage. If they receive a positive evaluation, i.e. a score of at least 21/30, an additional grant may be allocated up to the same amount as the challenge originally awarded.

Below is the list of criteria assessed during this phase.

Step 1 – First assessment

Evaluation criteria	Description	Max. score
Implementation	**Solution – Product Fit** - Analyse the alignment between the customer's needs and/or pain points and the solution. Assess whether it is unique and effectively solves the problems it is intended to address.	*5*
	Market/Sector Added Value - Examine the grade of novelty embedded in the core business line, benchmarking the offering to the industry/sector champions. - Examine the timing – is the product's market entry too early/just right/too late? - Reflect on the unique selling proposition (USP) and expected market advantage of the product/service/technology offered.	
	Market Opportunity Size - Examine the scale of the market, considering the financial ability (purchasing power) to buy products and services in the targeted communities/buyer personas as predictions are overly optimistic. Assess average growth from competitors, aiming to recognise challenges (PEST) that reveal opportunities and potential threats early on.	
	Time-to-Market (Costs, Risks) - Examine the relationship between TTM and the TAM/SAM/SOM, e.g., a late product introduction can decrease the window of opportunity for revenue generation and accelerate the product's obsolescence. - Reflect on the costs and risks associated with market launch or expansion related to the sector/industry the prospect is targeting.	

Scalability	**Product** - Deeper explanation of TRL level described in the application (e.g. pilot projects, customer feedback on these, trajectory of product development) - Business model: presentation of approach (B2B, B2G etc.) in combination with sales approach - Sales and financials: number of users, customer pipeline volume, customers (including e.g. CAC, CLTV, margin, churn), revenue development and projections	*5*
	Fundraising: current round and future roadmap - Current round: Reason why EIT Urban Mobility should become an investor; status of soft and hard commitments of co-investors; planned milestones if start-up receives funding - Future roadmap: how will runway be stretched to the maximum; exit scenario: Who will eventually buy EIT Urban Mobility's shares and why?	
Impact	**Impact: SDGs** - Positive contribution to one of the core SDGs has been convincingly presented.	*5*
	Core KPIs - Presentation of positive/negative impact contribution for EIT Urban Mobility´s strategic KPIs: contribution to societal infrastructure; jobs and taxes; contribution to greenhouse gas and non-greenhouse gas emissions.	
Excellence	- Evaluate the founders' experience to prevent biases impartially. Assess stress adaptability as a key trait for successful entrepreneurs. Ensure that diverse management teams mirror the demographics of the target markets/ segments: **- Technical and business-oriented co-founders, strengths and complementary skills of the management team.** **- Team has a unique advantage or edge (e.g. serial entrepreneurs, other unique traits): in-depth expertise in the sector, previous track record and industry experience, etc.**	5
Total		20

Step 2 – Second assessment

Evaluation criteria	Description	Max. score
Portfolio fit	- Business model; HW/SW integration; Vertical balance (portfolio enrichment) - Cannibalisation on existing portfolio (direct competition in the region) - EU dimension and pan-European impact/balance	5
Strategic fit	- The application is in line with Impact Ventures Financial Support Thesis.	5

	- The application is in line with the EIT Urban Mobility Strategic Objectives	
Total		10
Threshold	18	