



Business Plan 2023 – 2025

Open Call for Proposals

Scaling Startups Programme: tailored
support with an investment focus

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	20.12.2024	Initial version

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

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Abbreviations

CEO	Chief Executive Officer
CFO	Chief Financial Officer
EIT	European Institute of Innovation & Technology
FSA	Financial Support Agreement
FS	Financial Sustainability
FSM	Financial Sustainability Mechanism
HE	Horizon Europe
KIC	Knowledge and Innovation Community
KPIs	Key Performance Indicators
MGA	Model Grant Agreement
RIS	Regional Innovation Scheme
SA	Strategic Agenda
SER	Summary Evaluation Report
SO	Strategic Objectives
TRL	Technology Readiness Level

Glossary

Lead Applicant	The entity/person that submits the proposal and will coordinate the project if it is selected. If the proposal is successful, the Lead Applicant becomes the Project Leader.
Project Leader	The Project Leader is the main contact for EIT Urban Mobility from the time the funding is awarded until the project has been implemented. In case of multi-beneficiary type of calls, the Project Leader represents the project and the consortium partners (the other partners participating in the project) towards EIT Urban Mobility. For mono-participant grants, the single legal entity involved in the project also has the Project Leader role.
Call for Proposals	The Call for the Proposals is the instrument used by EIT Urban Mobility to allocate funding through projects to third parties, supporting the deployment and development of the Strategic Agenda. EIT Urban Mobility deploys 2 types of calls in accordance with the provisions outlined in the specific rules for EIT KIC actions in HE MGA Annex 5: (1) Open Calls (2) Calls for partners.
Call Manual	The Call Manual is the main document outlining the terms, conditions, and criteria for any call for proposals launched by EIT Urban Mobility, adhering to the principles of transparency, equal treatment, open competition, and sound procedural management.
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 and supported by the Quality Controller (an EIT Urban Mobility officer), who seeks a consensus and ensures that proposals are evaluated in a fair manner and in line with the established evaluation criteria.
Deliverable	Deliverables capture the achievement of key outputs and may take the form of analysis reports, feasibility studies, strategy documents, pilot action reports, training documentations. 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 reflects the operational objectives for education, entrepreneurship, and innovation. These KPIs are used to measure how effectively a KIC/project meets the objectives of the EIT.
Evaluation Process	Process by which EIT Urban Mobility, supported by external experts, examines the quality of a proposal to determine whether it should be selected for EIT funding.
Evaluation Panel	Group of expert evaluators (usually at least 3 external individuals for calls) along with a Rapporteur with proven expertise in a specific area or topic of the Call for Proposals. The role of this panel is to evaluate eligible proposals submitted in response 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 process compliance. If a Call involved proposals of less than 60.000 EUR in EIT funding, the evaluation panel must include at least one external expert evaluator.
Horizon Europe	The Horizon Europe Model Grant Agreement (HE MGA) sets out the rights and obligations, as well as the terms and conditions applicable to the grant awarded.

Model Grant Agreement	
KIC Specific KPIs	Set of indicators defined by EIT Urban Mobility that reflects 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 implementation. They may correspond to the completion of a key deliverable that allows the next phase of work to begin.
Outputs	Tangible results, e.g. the concrete technology, product, service, method, design, patents, new jobs, new curricula, prototypes, concept, methodology, approach, skills and experience, etc. created by the project.
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, as well as for defining conditions for funding of the selected proposals in the final EIT Urban Mobility's portfolio. The Selection Committee is usually, but not exclusively, composed of members of the EIT Urban Mobility's Executive Management Team.
Summary Evaluation Report	The Rapporteur issues a single and final Summary Evaluation Report (SER) for each proposal after the consensus meetings. This document provides a concise overview of the proposal's final evaluation score, its strengths, weaknesses, associated risks, and any recommendations made.

Introduction

At EIT Urban Mobility, our mission is to accelerate change towards a sustainable mobility model for liveable urban spaces. In the current context of climate emergency, our objective is to support our community of innovators to develop solutions that help mitigate and adapt to climate change and, at the same time, improve the quality of life in our cities, create jobs and strengthen the European mobility sector.

We believe that EIT Urban Mobility's mission to drive a shift towards sustainable, efficient, and inclusive urban mobility is deeply rooted on the support provided to the entrepreneurship ecosystem developing innovative solutions. Impact Ventures area is grounded in facilitating support and to the first layer of entrepreneurship: startups. Together with a targeted impact investment approach, we enable the scalability of solutions that address today's most pressing urban mobility challenges. By prioritizing measurable, positive impact in sustainable mobility, we support startups that can drive a substantial, lasting shift in urban environments.

Since 2020, we have nurtured a growing portfolio of impact positive startups across Europe covering key sectors and technologies from five main areas: integrated mobility, sustainable city logistics, transport infrastructure, mobility and energy, and future mobility. We are deeply committed to narrow down the gap between innovation and real-world solutions for the coming years.

For 2025, we will continue to support startup entrepreneurs with the Scaling Startups Programme; a **programme enabling startup business to grow while reducing the inherent risk of entrepreneurship** with a double-sided approach: provide **tailored support responding to each startup specific needs** and facilitating a **Demo Day with investors focusing on mobility, smart cities, sustainability, and impact**.

We are looking for a structured approach to deliver a highly adaptable response to unique pain-points from entrepreneurs by gathering top notch experts capable of accompanying founders with ad-hoc support. The closing of the programme with a Demo Day must involve the most relevant investors. This will allow startups to demonstrate their progress and their contribution to accelerate the transformation to sustainable mobility. In addition, the Demo Day will present an opportunity to raise interest from investors and EIT Urban Mobility to participate in future fundraising rounds.

Finally, this call, aligns with the core topics of special interest and relevance for our society: Public transport, Health and mobility, Electrification of transport and alternative fuels, Mobility data management, Public space design, Urban vehicle access regulations, Mobility planning, Urban logistics, New mobility services, Cooperative, connected and automated mobility, Road safety, and Parking and curb side management.

We look forward to broadening our network of partners having expertise in urban mobility and startup support, having a proven track record in running high-impact programmes and a strong link to impact investing principles.

1. Call summary

Call for Proposals Main Features	
Key dates of the Call calendar ¹	<ul style="list-style-type: none"> • Call opening: 20 December 2024 • Call closure: 28 February 2025 at 17:00 CET • Eligibility and admissibility check: March 2025 • Evaluation of proposals: March/April 2025 • Communication of results: April 2025 • Tentative start of the projects: 1 May 2025
Total estimated EIT Funding allocated to this Call	345,000 EUR – 1 proposal will be awarded
Link to the submission portal	<p>The Application Form will be available in the EIT UM NetSuite online submission platform from 17 January 2025. You can however register in the platform at any time.</p> <p>In order to apply please follow these steps:</p> <ol style="list-style-type: none"> 1. Register on the EU Funding & Tender Portal to obtain a Participant Identification Code (PIC) number. 2. Obtain the login credentials for the NetSuite platform: <ul style="list-style-type: none"> – Organisation not yet registered in NetSuite and not previously registered in PLAZA: Submit the Partner Information Form (PIF) – Organisation previously registered in PLAZA: Please contact servicedesk@eiturbanmobility.eu 3. Access the EIT UM NetSuite Platform after setting a new password. <ul style="list-style-type: none"> – Find open calls at <i>Menu</i> → <i>Call for Proposals</i> → <i>Open Calls</i> → <i>Scaling Startups Programme</i> → <i>Apply</i>
List of mandatory documents to be submitted	<ul style="list-style-type: none"> • Application form available on the NetSuite submission platform • Investment track record from each consortium member and investment track record of at least 10 investments from whole consortium

¹ Please note that this calendar, except for the call closure, is indicative. The evaluation dates might be subject to slight changes.

	<ul style="list-style-type: none"> List of pool of experts (either from consortium employees or from their external network) including name, surname, company, position and LinkedIn profile.
<p>List of documents to take into consideration</p>	<ul style="list-style-type: none"> Call Manual List of KPIs (Annex I of the call manual) Guidelines for the Application Form EIT Urban Mobility Strategic Agenda 2021-2027 Eligibility of expenditure Appeal procedure Project Implementation Handbook Financial Support Agreement (FSA) template Horizon Europe Model Grant Agreement
<p>Short summary of the topics to be addressed</p>	<p>EIT Urban Mobility seeks to become Europe’s leading impact investor in urban mobility startups, with a focus on sustainability, diversity, and SDG-aligned values. The Impact Ventures area provides financial support, startup support programmes and links opportunities for urban mobility entrepreneurs. The Scaling Startups Programme aims to fund a support programme with customised tailored support based on expert mentoring responding to each startup’s unique needs, concluding with a Demo Day for investor engagement. Over two months, selected startups will receive hands-on support, networking, and a niche exposure opportunity to investors with the programme closing in the form of a Demo Day.</p>
<p>Evaluation criteria</p>	<p>First qualifying phase: Strategic Fit evaluation:</p> <ul style="list-style-type: none"> Contribution to the EIT Urban Mobility Strategic Objectives Alignment with the Call specific requirements Potential to achieve the Call’s expected outcomes <p>For the Full Proposal evaluation:</p> <ul style="list-style-type: none"> Excellence: coherence of the intervention logic, consortium Impact: ambition of the proposal and contribution to expected impact Quality and efficiency of the implementation: including coherence and effectiveness of the workplan <p>For the Final Selection Committee evaluation:</p> <ul style="list-style-type: none"> Business intelligence Portfolio fit EU dimension

2. General requirements

2.1 EIT Urban Mobility strategic focus and objectives

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).

2.1.1 Vision and Mission

Our mission is to accelerate change towards sustainable mobility for liveable urban spaces. As the leading European innovation community for urban mobility, we facilitate collaboration between cities, industry, academia, research, and innovation. We develop and deploy solutions for the mobility of people and goods.

All activities of EIT Urban Mobility serve the purpose of achieving three societal impact goals:

- Improve quality of life in cities;
- Mitigate and adapt to climate change;
- Create jobs and strengthen the European urban mobility sector.

Further details on the strategic focus of this Call for Proposals are given in Section 3.

2.1.2 Strategic Objectives

Five strategic objectives (SOs), as set out in the Strategic Agenda 2021-2027, steer our activities and ambitions, and will lead us to achieve our mission:

- SO1 - Create liveable urban spaces
- SO2 - Close the knowledge gap
- SO3 - Deploy and scale green, safe, and inclusive mobility solutions for people and goods
- SO4 - Accelerate market opportunities
- SO5 - Promote effective policies and behavioural change.

The submitted proposals must be aligned with **SO1, SO3, SO4 and SO5** as well as fit the scope set out in Section 3 below.

2.2 Applicants' eligibility and membership

EIT Urban Mobility creates ecosystems. KICs are anchored in regional and local communities via their co-location innovation hubs. EIT Urban Mobility links the knowledge triangle components of education, research and businesses with cities. Accordingly, EIT Urban Mobility currently brings together more than 535 partners from 33 countries from the four sectors (academia, research, industry, and cities).

2.2.1 Who can apply

This Call for Proposals is open to all legal entities established in European Union (EU) Member States, and/or in [Third countries associated with Horizon Europe](#). These legal entities may be small and medium enterprises (SMEs), research and technology organisations, or large businesses.

All proposals must be composed of at **least two independent legal entities**² established in two different EU Member States and/or [Third countries associated with Horizon Europe](#).

All proposals must be composed by a consortium including early-stage investors focused on mobility, smart cities, sustainability, and impact investment. The proposal must include as mandatory supporting documentation:

- track record from each consortium member and an investment track record of at least 10 investments from whole consortium.
- list of pool of experts (either from consortium employees or from their external network) including name, surname, company, position and LinkedIn profile.

Temporary eligibility requirements for Hungarian universities

Following the Council's Decision on measures for the protection of the Union budget against breaches of the principles of the rule of law in Hungary that entered into force on 15 December 2022, special participation and funding restrictions may affect Hungarian public interest trusts and their linked universities participating in any EIT Urban Mobility Calls. For further information and the list of affected entities, please refer to Annex I of the *Eligibility of Expenditure* document.

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

2.2.2 Membership

The implementation of projects is a core activity of EIT Urban Mobility. Beyond this activity, the EIT Urban Mobility community connects members and runs networking activities to design and plan strategic actions

² Two legal entities shall be regarded as independent of each other where neither is under the direct or indirect control of the other or under the same direct or indirect control as the other. Please refer to the entire definition in Article 8 https://ec.europa.eu/research/participants/data/ref/h2020/legal_basis/rules_participation/h2020-rules-participation_en.pdf, and in Article 187 <https://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:32018R1046>

to drive impact and accelerate systemic change, including accelerating market adoption of innovative solutions into everyday city operations.

If an application is selected for funding, then applicants will be required to become part of the community and to choose one of the following membership categories when initiating their projects:

- **Gold members:** pay an annual fee of 30,000 EUR and have full access to all benefit packages offered by EIT Urban Mobility.
- **Silver members:** pay an annual fee of 10,000 EUR and have limited access to all benefit packages offered by EIT Urban Mobility. In the case of Small Enterprises and NGOs, a reduced annual fee of 5,000 EUR will be applied.

Cities are offered a special membership package:

- **Leading cities:** with an annual fee of 10,000EUR, they have full access to all benefit packages offered including with additional city-specific service.

Implementing projects is a core activity of the EIT Urban Mobility. Beyond this activity, the Community connects members and runs networking activities to design and plan strategic actions to accelerate market adoption of innovative solutions into everyday city operations.

Detailed description of all packages and related benefits, as well as the registration and conditions for membership is outlined on our website: <https://www.eiturbanmobility.eu/become-a-partner/>.

3. Call specific requirements

EIT Urban Mobility aims to become the reference impact investor in Europe for urban mobility startups. Sustainability, team diversity and core Sustainable Development Goal (SDG) business values are the cornerstones of our investment thesis that focuses on early-stage companies. The Impact Ventures thematic area currently leads activities related to investments and programmes that support startups. One of the main objectives of Impact Ventures' activities is to help impact positive mobility business ventures become successful. The Scaling Startups Programme call aims to further strengthen EIT's action in this direction. This Call for Proposals aims to fund a programme focused on understanding startup needs and providing tailored expert mentoring as a response to each startup needs. In addition, the programme will link to impact investments by providing an exposure opportunity to investors in the form of a Demo Day as closure of the programme.

Since EIT UM startup support activities took-off in 2019, we have learnt that founders face specific challenges that need ad-hoc support and expertise on the matter. While some of these challenges can be addressed in generic training sessions or workshops, having dedicated experts providing hands-on support with a deep understanding of the company, its business and the team, is what can really make a difference in supporting founders scale-up their business and reduce inherent risks to the entrepreneur journey.

The **Scaling Startups Programme fills in this tailored support need with a dedicated mentoring programme and a closure in the form of a Demo Day, gathering a selection of the most relevant European early-stage investors focused on mobility, smart cities, sustainability, and impact.** It also intends to facilitate networking opportunities with other entrepreneurs, mentors, corporations, and investors, fostering partnerships and creating new fundraising opportunities.

The Scaling Startups Programme should be a **pole of attraction** for both **impact-positive startups with high potential to scale** and **investors looking for opportunities in urban mobility** areas.

The Scaling Startup Programme call is addressed to consortiums composed by the most relevant European early-stage investors focused on mobility, smart cities, sustainability, and impact. Alternatively, applicants must demonstrate, with a proven track record, the capacity to link and engage the most relevant European early-stage investors in the scope of action.

The consortium is expected to provide:

- International experience and expertise within the European venture capital industry, including strong expertise in startup assessments, impact assessments, company valuations, startup investments, startup divestment strategies, startup exits and investor reporting;
- A pool of top-notch experts with international experience delivering training, mentoring and/or coaching programmes targeting early-stage companies;
- Experience in hosting Demo Days for investors.

In addition, consortiums including partnerships with corporates or cities as sponsors for the whole programme or some of its activities would enhance the attractiveness of the programme.

Detailed scope of work

The support that is required and requested should cover the following areas and tasks. Each one of the tasks will be planned and conducted in full coordination with EIT Urban Mobility, to ensure strategic fit and alignment of the selected companies, activities, timing, and execution.

1. Branding

The consortium must create a brand identity for the programme, including a branding name. The brand identity must convey impact and growth, resonating with urban mobility startups and the European scope. Branding should include dynamic visuals and messaging to attract visibility and interest among the urban mobility entrepreneurs and impact investors. The branding of the programme must be shared with EIT Urban Mobility latest by **May 30th, 2025** for its approval.

2. Promotion

The programme must be promoted to maximise visibility of the programme itself and the supported startups. Specifically, this should include:

- Landing page with SEO-optimised content. Landing page must be live no later than **June 30th, 2025**.
- Targeted social media campaigns for social media networks (e.g. LinkedIn, X-Twitter, and/or Instagram), featuring, at least: the call for startups, the selected startups, one startup community event (Tomorrow.Mobility/Slush) and the DemoDay.
- Partnerships with media focusing on urban mobility, startups and/or impact investors. It should include coverage on, at least: the call for startups, the selected startups, one startup community event (Tomorrow.Mobility/Slush) and the DemoDay.

All promotion actions will be subject to EIT UM preliminary approval.

3. Scouting

The consortium must attract startups fitting the scope of the programme. Specifically:

- Consortium should rely on both internal and external sourcing channels to attract startups.
- Consortium should rely on their experience and methodologies to filter and source high-quality teams with scalable business.
- Companies must be registered in EU27 or countries associated with Horizon Europe³.

³ List of participating countries in Horizon Europe: https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/guidance/list-3rd-country-participation-horizon-auratom_en.pdf. Note: only the list of “Third countries associated to Horizon Europe” are eligible countries in addition to EU 27 Countries.

- Startups must have a solution that contributes positively to at least one of the Sustainable Development Goals (SDGs) related to sustainable cities and communities, clean energy, climate action or good health and well-being.
- Startups must have a solution fitting into at least one of the core topics of special interest and relevance for our society: Public transport, Health and mobility, Electrification of transport and alternative fuels, Mobility data management, Public space design, Urban vehicle access regulations, Mobility planning, Urban logistics, New mobility services, Cooperative, connected and automated mobility, Road safety, and Parking and curb side management.
- The scouting efforts should result in a **minimum of 30 eligible startup applications** to the programme.
- The scouting efforts should result in a **minimum of 10 eligible startup applications from startups with a female founder or CEO.**

4. Call for startups

The consortium must coordinate with EIT UM – Impact Ventures area the preparation and launch of the call for startups, including timings for call opening date, call deadline and timings for evaluation of applications. Specifically:

- The call for startups must remain open a minimum of one month.
- The consortium must coordinate with EIT UM – Impact Ventures area, at least, one info session for startups during the open call period.
- The call for startups should use <https://eiturbanmobility.awardsplatform.com/> as the software tool to gather and evaluate proposals. The consortium can suggest using a different software tool to gather and evaluate proposals based on their expertise and upon agreement with EIT UM – Impact Ventures area for its implementation.

The call for startups must include, at least, the following eligibility criteria:

- The submitted application is in English language;
- A team with at least 2 Full Time Employees (FTEs). Not a single founder. FTEs are not necessarily connected to monetary compensation, but must be full-time committed to the company;
- Startup incorporated in EU or EU associated countries according to the official list of countries by the European Union and [third countries associated to Horizon Europe](#). The registration certificate will be required to participate in the programme;
- Startup must be registered at the Growth Lab⁴ with, at least, a basic account (for free).
- Founders and employees (e.g. Employee Stock Ownership Plan, ESOP) should still own more than 50% of shares;

⁴ <https://growthlab.eitum.eu/>

- Net impact score (quantified following Upright Project methodology⁵) must be positive (>0%).
- Startups must agree to sign the Participation Agreement⁶ if selected for the programme.
- Startups must provide a verifiable valuation based on the latest fundraising round or an independent valuation certificate.

5. Evaluation of applications

The consortium must coordinate with EIT UM – Impact Ventures area the evaluation of applications in three different phases:

- Phase 1 – Admissibility and eligibility check;
- Phase 2 – Online evaluation: Each application will be evaluated by a minimum of one internal evaluator⁷ and one external evaluator⁸. The consortium must provide EIT UM with a **list of gender-balanced external expert evaluators no later than two weeks before the call for startups deadline**. The consortium must coordinate with EIT UM – Impact Ventures area, at least, one info session for external expert evaluators to provide guidance on the online evaluation criteria and timings to conduct the evaluations. The consortium will be responsible to check external expert evaluators availability to conduct the online evaluations in due time with the expected quality.

⁵ <https://www.uprightproject.com/>

⁶ EIT UM will provide the Participation Agreement template. Only selected startups will have to sign the Participation Agreement.

⁷ Internal expert evaluators are directly employed by EIT UM or the consortium members. They are appointed based on their professional and thematic expertise in the field, and upon confirmation that they have no personal interest in the startups applying.

⁸ External expert evaluators must be independent; they cannot be employed by EIT UM or consortium members and they cannot have any link to/direct interest in the applying startups. External expert evaluators must have expertise in assessing startups and must be selected by consortiums following their own procedure. External expert evaluators can be paid by the consortium (when so, this must be foreseen in the project budget) or work pro bono.

- Phase 3 – Live pitch: The consortium must provide EIT UM with a **list of gender-balanced external expert jury members⁹ no later than two weeks before the live pitches**. The consortium must coordinate with EIT UM – Impact Ventures area, at least, one info session for external expert jury members to provide guidance on the evaluation criteria and timings to conduct the evaluations. The consortium will be responsible to check external expert jury members availability to participate at the live pitch sessions and conduct the evaluations in due time with the expected quality.

6. Support

- The consortium must **support a minimum of 10 startups** selected via the open call.
- Each startup must receive **support for a minimum of 2 months**.
- Each startup should receive 2.500 euros as a lump-sum payment, intended to cover the travel expenses linked to the participation in events organised by the project consortium.¹⁰
- The consortium must have access to a pool of experts (either from consortium employees or from their external network). The consortium should match the best expert profiles to provide hands-on support to each selected startup in order to respond to startups specific needs. The support must be tailored for each selected startup by understanding their pain points, the company, its business and the team. Nevertheless, group sessions or workshops might be provided as a response to a cohort request or common need.

	Support (per startup)
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⁹ External expert jury members must be independent; they cannot be employed by EIT UM or consortium members. External expert evaluators must have expertise in assessing startups and must be selected by consortiums following their own procedure. External expert evaluators can be paid by the consortium (when so, this must be foreseen in the project budget) or work pro bono.

¹⁰ When preparing their proposal for the Scaling Startup Programme call, applicants must ensure 25.000 Euro are allocated to the budget line “D.1 Financial support to third parties”: this budget is intended to cover the lump-sums for the 10 supported start-ups. EIT Urban Mobility will provide the awarded applicants with the contract to be signed with the start-ups to formalise the lump-sum payment.

The consortium will provide the following minimum support depending on each startup valuation: Startup valuation	Minimum support provided by the consortium	Additional support provided by EIT UM ¹¹
valuation ≤ 2.5M€	30h mentoring	5k€ credit for value added services 12 months of Growth Lab premium 2.5k€ for travel expenses
2.5M€ < valuation ≤ 5M€	35h mentoring	
valuation > 5M€	40h mentoring	

7. Financial Sustainability Mechanism

This programme must include a Financial Sustainability Mechanism which contributes to achieve EIT Urban Mobility's vision to become an impact investor in urban mobility startups. The Financial Sustainability Mechanism should be based on equity intakes or cash payments from the supported startups. EIT UM will provide the Participation Agreements which regulates the Financial Sustainability Mechanism for each selected startup. The Financial Sustainability Mechanism will be executed upon startups' graduation from the programme.

The minimum Financial Sustainability Mechanism to be implemented for the programme is the following:

Startup valuation	Minimum FSM
valuation ≤ 2.5M€	1% equity or 20k€ cash payment
2.5M€ < valuation ≤ 5M€	0,75% equity or 25k€ cash payment
valuation > 5M€	0,5% equity or 30k€ cash payment

8. Events

a) Demo Day

- The consortium shall arrange a **Demo Day** (presential or hybrid format) gathering the supported startups, the consortium, EIT UM and external investors focused on mobility, smart cities, sustainability, and impact investments.
- The objective of the Demo Day is to create post-programme investment opportunities.

¹¹ EIT UM will provide the catalogue of value-added services. Credits for value-added services will be valid for 12 months starting from the date startups have been selected to join the programme. 12 months of Growth Lab premium subscription will be activated by EIT UM – Impact Ventures area starting from the date startups have been selected to join the programme.

- The Demo Day shall be the graduation event for the programme and must take place before the end of 2025.
 - The date and format of the Demo Day shall be agreed by EIT UM – Impact Ventures area.
- b) **Tomorrow.Mobility / Slush**
- The consortium shall arrange the participation of the startups and the consortium at Tomorrow.Mobility 2025 and/or Slush 2025.
 - The consortium must provide specific in-event opportunities for the startups. This can include paid booths, hosting an event session (e.g. pitch format), matchmaking startups with corporates or investors resulting in in-event meetings, or other specific in-event opportunities.

The consortium can suggest the participation in additional events.

9. **Business intelligence reports**

The supplier shall provide EIT UM with a business intelligence report on each supported startup. The reports shall be submitted for each supported startup latest by **December 31st 2025** or within **10 days** after EIT UM has requested it. The business intelligence reports will include information about the product/service, the team, the addressed market and business model, current performance, and other relevant pre-investment indicators, in the form of a two-pager document. The business intelligence report shall be agreed with EIT UM – Impact Ventures area.

10. **Targeted Support to EIT UM’s Initiatives**

The consortium shall support EIT UM by promoting the *Open Call for Financial Support to Startups* by publishing it within its community and via mailing list and social media channels. The open calls for investments shall be promoted at least once per each internal cut-off date.

11. **Co-investment opportunities through structured post-program follow-ups**

The consortium shall suggest a methodology for follow-up of co-investment opportunities arising from the programme where consortium members are willing to invest or, potentially, with external investors that took part at the Demo Day. In any case, consortium members are not obliged to invest in any of the startups supported during the programme.

3.1 Key Performance indicators (KPIs)

To be eligible, all submitted proposals must address **three mandatory KPIs of those listed below**, and indicate the expected minimum target value for each selected KPI.

KPI Code	KPI description	Supporting document required for reporting	Minimum Target expected
EITHE03.1	KIC Supported start-ups/scale-ups (EIT core)	Supporting documents required as per KPI	10
EITHE6.1	Investment attracted by KIC-supported startups and scale-ups (EIT core)	Reporting template	1M€

KONHE11	# Number of external and internal events	Reporting template	2
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Addressing a higher KPI target than the minimum expected above will be positively assessed.

3.2 Project duration

Projects selected in this Call must have a duration of **up to 8 months**. The expected tentative start date is 1 May 2025. All outputs and KPIs should be achieved within the project lifecycle and no later than 31 December 2025.

As indicated in the Project Implementation Handbook, if the project requires additional time to complete its workplan and/or achieve the KPIs, the Project Leader may request a project extension to the EIT Urban Mobility. If the extension is approved, the project will be allowed to continue being implemented and enable KPI to be attained without any additional EIT funding. No extension can be granted beyond 31 December 2025.

3.3 Financial aspects

3.3.1 EIT funding allocation

The **maximum EIT funding** allocated to this Call is 345,000 EUR. The amounts will be allocated according to estimations outlined in the table below:

All **consortium partners** should have a **justifiable core role** with **appropriate budget** to perform their defined activities. Performative participation in projects or inclusion of partners without justifiable intrinsic value who are not demonstrably essential to project outcomes, will be questioned during the evaluation and portfolio selection.

3.3.2 Co-funding rate and eligibility of expenditure

Even though there is no minimum co-funding rate required for the project, we encourage applicants to consider providing co-funding. If providing co-funding, partners in a consortium may have different co-funding rates. Any co-funding rate will be positively assessed during evaluation.

3.3.3 Eligibility of expenditure

For information on the eligibility of your project's budget costs, please refer to the document [Eligibility of Expenditure](#) published on the Call webpage.

3.3.4 Contribution to EIT Urban Mobility Financial Sustainability

To enable the KIC to become financially independent from European Union funding, a Financial Sustainability (FS) Strategy has been developed. This strategy is based on a mix of active earned income and passive investment revenue. These revenue streams will be complemented by financial contributions from projects funded by EIT Urban Mobility.

In this call, each of the minimum 10 startups supported by the awarded proposal, must contribute to EIT UM’s financial sustainability mechanism by covering the costs for the participation into the programme with equity, or alternatively by paying their participation in cash.

EIT UM will provide the Participation Agreements which regulates the Financial Sustainability Mechanism for each selected startup. The Financial Sustainability Mechanism will be executed upon startups’ graduation from the programme.

The minimum Financial Sustainability Mechanism to be implemented for the programme is the following:

Startup valuation	Minimum FSM
valuation ≤ 2.5M€	1% equity or 20k€ cash payment
2.5M€ < valuation ≤ 5M€	0,75% equity or 25k€ cash payment
valuation > 5M€	0,5% equity or 30k€ cash payment

Please note that the details of the financial sustainability model may still be subject to minor modifications over the course of 2025. Any potential change will be timely communicated to the consortium that will be eventually selected.

3.3.5 Fast-track provision

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

3.4 Project monitoring and reporting

3.4.1 Monitoring and reporting requirements

EIT Urban Mobility will manage all projects according to the general rules and procedures outlined in the EIT Urban Mobility Project Implementation Handbook. This document is available as part of the call package.

In particular, EIT Urban Mobility monitors the status (performance, budget and impact) of the project through regular reviews organised on a six-month basis (“project review”). This assessment allows EIT Urban Mobility to evaluate the risk of underperformance and/or underspending, and to provide support for projects by identifying mitigation measures. Ultimately, it allows EIT Urban Mobility to reduce the grant or stop projects that are underperforming, and redirect resources to other actions.

In addition, an Impact Ventures’ point of contact will be assigned to the programme to oversee the implementation of activities, cascade useful information and ensure that activities are implemented in line with EIT Urban Mobility’s Strategic Agenda. In parallel, the Project Leader is expected to regularly update the Impact Ventures’ point of contact. Updates should take place at least once every two weeks and should include an update on the status of execution of tasks for the programme.

3.4.2 Mandatory deliverables

The EIT Urban Mobility Impact Ventures Programmes follows results-based management of the portfolio, with a focus on performance and achievement of results outputs, KPIs and impact. Therefore, consortia should limit the number of deliverables included in the proposal. Deliverables should be directly linked to product development, commercial exploitation, company creation (if applicable) and expected impact.

In response to this focus, **each proposal must include the following mandatory deliverables** with the following due dates:

Deliverable	Description	Delivery date
DELO1: Scouting and Final Selection	This deliverable should include a comprehensive report on the scouting process, detailing the marketing efforts used to attract applications, call timings, evaluation process including breakdown of phases and criteria for evaluation, and the final selection of startups. The report should include an overview of applicant demographics, FTE team members #, company valuation, next funding round target, and Net Impact Ratios. The deliverable should also address the following targets: minimum number of eligible applications submitted with a target of 30, and minimum number of female founder and/or CEO position with a ratio target of 1/3. Provide business intelligence on application metrics vs scouting efforts and results from each evaluation phase. Provide graphic evidence (screenshots, pictures, videos) when relevant.	October 2025
DELO2: Startup needs assessment, tailored support and results	This deliverable should gather one individualised report per supported startup including, at least the following: startup needs assessment, matchmade expert profiles to provide tailored support, feedback from experts and results (key performance metrics, progress/outcomes, and feedback/surveys from supported startups). Provide graphic evidence (screenshots, pictures, videos) when relevant.	December 2025
DELO3: Events	This deliverable should provide details of the DemoDay including objective, full list of attendees plus contact details, the pitching format, feedback and main takeaways. Provide graphic evidence (screenshots, pictures, videos). The deliverable should also include: details of the participation in, at least, one startup community event (Tomorrow.Mobility or Slush); provide the list of attendees from the consortium, the supported startups, EIT UM and external attendees invited by the consortium; detail the objective of the event and the action included to create in-event opportunities for the supported startups, which can include paid booths, hosting an event session (e.g. pitch format), matchmaking startups with corporates or investors resulting in-	December 2025

	event meetings, or other specific in-event opportunities.; provide graphic evidence (pictures, videos).	
DELO4: Investment Recommendations and co-investment opportunities	This deliverable should include a minimum of 4 recommendations for investment for EIT UM, provided via Performance Assessment Forms filled in by the consortium. There must be one Performance Assessment Form ¹² for each startup recommended for investment. The deliverable shall also include details about startups having raised investment interest (from consortium members or external investors) and, specifically, describe a methodology for following up on investment opportunities and facilitate conversations for co-investment opportunities among the startups of interest, investors and EIT UM.	December 2025

3.5 Gender and diversity

Diversity powers us to bring the best solutions to pressing global challenges and enables us to make innovation happen. At the same time, we are aware that to make our cities more liveable and address the needs of all community groups, we need to ensure that we have a more diverse workforce, and that gender and diversity are considered when new mobility products and services are developed.

EIT Urban Mobility aims to support organisations that also value diversity and gender equality. To this end, projects applying to this call should:

- Demonstrate how gender and diversity are considered in the design/development of the project outputs (product/services, pilots and marketing material) and how these considerations interact with other identity traits (age, race, class, sexual orientation and physical ability, among others).
- Describe the measures in place to promote a mixed team with women and underrepresented groups taking an active role in project implementation, with a special focus on managerial levels.

¹² EIT UM will provide the successful applicants with the Performance Assessment Form, together with a guidance document to define the scope of the recommendations for investment.

4. Preparing and submitting a proposal

4.1 Support given to applicants preparing a proposal

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

Guidelines for Applicants

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

Call information sessions

To help applicants prepare and submit their proposals, EIT Urban Mobility will host information sessions after the publication of the Call to ensure open, free, and fair access to the wider mobility community. These online information events will focus on the Call content, the challenges, and requirements, as well as on the general procedures, such as the submission and evaluation process, the financial aspects and the monitoring and reporting activities.

Type of event	Topic covered	Date and time (CET)	Access to platform
Webinar 1	<p>Info session on the Call for Proposals “Scaling Startups Programme: tailored support with an investment focus” for Business Plan 2023 – 2025.</p> <p>Introduction to the Call, strategic focus, scope and Call requirements, evaluation process and submission steps.</p>	20 January 2025, 10.30 - 11.30 CET	Microsoft teams meeting
Webinar 2	<p>Info session on the Call for Proposals “Scaling Startups Programme: tailored support with an investment focus” for Business Plan 2023 – 2025.</p> <p>Introduction to the Call, strategic focus, scope and Call requirements, evaluation process and submission steps.</p>	13 February 2025, 10.30 - 11.30 CET	Microsoft teams meeting

Call contact points

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

Contact name: Raül Feliu Pèlach, Startup Programmes Manager

Email: raul.feliu@eiturbanmobility.eu

For any questions related to the NetSuite registration process, please contact: servicedesk@eiturbanmobility.eu or pmo@eiturbanmobility.eu

4.2 Submission of a proposal

4.2.1 How and when to apply

Before starting a proposal, all applicants (Project Leader and consortium partners) must register on the following two platforms:

- **STEP 1:** The first step an organisation must take, in order to be able to apply for an EIT Urban Mobility call, is to register in the [EU Funding & Tender Portal](#) and obtain a **valid PIC number**. If an organisation has already a PIC number, there is no need to register again.

If you don't know if your organization already has a PIC number, you can verify directly on the EU Portal ([click here](#)) whether your organisation is already registered.

- **STEP 2:** Once an organisation has a valid PIC number, it will be possible to register in the EIT UM NetSuite Platform, by submitting the [Partner Information Form \(PIF\)](#).

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

Be also aware that, registration of a new entity in the submission tool, can take **up to two working days**. Therefore, ensure that all project partners are correctly registered in the submission tool at least a few days before the deadline.

NB: Organisations that previously participated in an EIT Urban Mobility project, and therefore are already registered in the PLAZA platform, should not submit a PIF form. Instead, please contact the EIT UM Service Desk servicedesk@eiturbanmobility.eu: you will be then provided with the credentials to access the new NetSuite platform.

- **STEP 3:** access the [EIT Urban Mobility NetSuite platform](#) and find all our open calls under "Menu" --> "Call for Proposals" --> "Open Calls"

The following documentation must be submitted by the Project Leaders through the NetSuite online submission platform **no later than 28 February 2025 at 17:00 CET**:

- Application form (fully compiled in English language)
- Other supporting documents:

- Mandatory: Investment track record from each consortium member
- Mandatory: List of pool of experts (either from consortium employees or from their external network) including name, surname, company, position and LinkedIn profile.

Please carefully read the registration and submission processes. It is outlined in the *Guidelines for Applicants* document published on the call webpage. Be aware that the registration of a new entity in NetSuite can take **up to two working days**. Therefore, ensure that **all project partners** are correctly registered in NetSuite **a few days before the call deadline**.

Any proposals submitted after the deadline will not be considered.

5. Evaluation and selection process

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

- Check eligibility and admissibility of those proposals and, if successful,
- Evaluate the content of the proposals with the help of independent experts evaluators.

5.1 Eligibility and admissibility check

A proposal will be admissible if it fulfils the below criterion:

1. Completeness	The proposal is completed, submitted in time, by the Project Leader via the NetSuite submission tool, in English, and with all its mandatory sections.
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If a proposal is not admissible, it will not go to the eligibility check. A proposal will be eligible if it fulfils the criteria below:

1. Applicants registration	Applicants (including all consortium partners) have fully completed the partner information form (PIF) in the NetSuite online submission tool, including their PIC number.									
2. Consortium composition	The consortium is composed of at least two independent legal entities ¹³ established in two different EU Member States and/or Third countries associated to Horizon Europe.									
3. KPIs addressed	<p>All proposals must address these mandatory KPIs:</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr style="background-color: #0056b3; color: white;"> <th>KPI Code</th> <th>KPI title</th> <th>Target</th> </tr> </thead> <tbody> <tr> <td>EITHE3.1</td> <td>KIC Supported startups/scale-ups</td> <td>10</td> </tr> <tr> <td>EITHE6.1</td> <td>Investment attracted by KIC-supported startups and scale-ups (in million euros)</td> <td>1M Euro</td> </tr> </tbody> </table>	KPI Code	KPI title	Target	EITHE3.1	KIC Supported startups/scale-ups	10	EITHE6.1	Investment attracted by KIC-supported startups and scale-ups (in million euros)	1M Euro
KPI Code	KPI title	Target								
EITHE3.1	KIC Supported startups/scale-ups	10								
EITHE6.1	Investment attracted by KIC-supported startups and scale-ups (in million euros)	1M Euro								

¹³ Two legal entities shall be regarded as independent of each other where neither is under the direct or indirect control of the other or under the same direct or indirect control as the other. Please refer to the entire definition in Article 8 https://ec.europa.eu/research/participants/data/ref/h2020/legal_basis/rules_participation/h2020-rules-participation_en.pdf, and in Article 187 <https://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:32018R1046>

	KONHE11	# Number of external and internal events	2
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Proposals failing to meet one or more admissible and eligibility criteria will receive an official communication from EIT Urban Mobility, informing the Lead Applicants of the outcome of the admissibility and eligibility check and explaining why the proposal failed to meet the criteria.

In case of missing or incorrect information linked to KPIs or one of the mandatory attachments, applicants will be awarded five calendar days¹⁴ after receiving the official communication to allow them to complete or correct the proposal and resubmit it. 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 5.2 below). If the applicants fail to respond or respond after the deadline, the proposals will be ineligible and will not be further processed.

In the event that a single consortium partner is ineligible, this partner will withdraw. EIT Urban Mobility will then check whether the proposal is still eligible. The Lead Applicant will be informed accordingly.

The Lead Applicants may appeal if they disagree with the decision to reject a proposal on the grounds that it is inadmissible/ineligible. An appeal must be made within seven calendar days¹⁵ from the official EIT Urban Mobility notification of ineligibility (see document *Appeal procedure* published on the Call webpage).

5.2 Stage 1 – Quality evaluation of proposals

The purpose of the quality evaluation is to assess the excellence, impact and quality and efficiency of the implementation, of each proposal that successfully passes the eligibility and admissibility check.

This individual evaluation process will consist of the **strategic fit evaluation** (first qualifying phase) and the **full evaluation** (second qualifying evaluation phase) carried out by **three independent external expert evaluators**.

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	<i>None</i>	The information requested is missing or incomplete

¹⁴ A few additional days might be granted according to the circumstances (i.e. public holidays/weekends). In such cases, the Lead Applicants will be informed by email of the exact appeal period.

¹⁵ A few additional days might be granted according to the circumstances (i.e. public holidays/weekends). In such cases, the Lead Applicants will be informed by email of the exact appeal period.

1	<i>Very poor</i>	The information provided is considered irrelevant or inadequate compared to the specific Call provisions
2	<i>Poor</i>	The information provided lacks relevant quality and contains significant weaknesses, compared to the specific call provisions
3	<i>Fair</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

5.2.1 Strategic Fit Evaluation

The strategic fit evaluation will be focused on the fit of the proposal idea to the Call topic in which the proposal has been submitted, as well as on the main challenges and KPIs reflected in the EIT Urban Mobility Strategic Agenda. Only proposals successfully passing the strategic fit evaluation will pass to the full proposal evaluation.

In line with the provisions set out in the Call, the evaluation criteria defining the strategic fit will be evaluated first and independently from the full evaluation performed by the external evaluators. The evaluation will be carried out by two internal evaluators¹⁶.

The strategic fit evaluation will consist of 3 questions with a total score of 15 points.

Strategic fit evaluation criteria	Max. scoring
<ul style="list-style-type: none"> The proposal contributes to the EIT Urban Mobility Strategic Objectives, see Section 2.1.2. 	5 points
<ul style="list-style-type: none"> The proposal is aligned with the Call specific requirements as indicated in Section 3, specifically gathering a consortium of investors focusing on mobility, smart cities, sustainability, and impact. 	5 points
<ul style="list-style-type: none"> The proposal shows potential to achieve the Call's expected outcomes, KPIs and impacts as indicated in Sections 3.1 and 3.3.4. 	5 points

¹⁶ Internal expert evaluators are directly employed by EIT UM. They are appointed based on their professional and thematic expertise in the field, and upon confirmation that they have no personal interest in the startups applying.

The threshold for the strategic fit evaluation is **three points in each sub-criterion**, therefore only proposals that receive at least three points in each of the strategic fit evaluation criteria will move on to the full quality evaluation stage.

The score from the “strategic fit” criteria will be carried forward for inclusion in the final evaluation score.

5.2.2 Quality Evaluation

The quality evaluation consists of assessing the excellence, impact and quality and efficiency of the implementation of the proposals. During this phase, each proposal will be evaluated by an Evaluation panel composed of three External Expert Evaluators. The Evaluation Panel will be invited to evaluate and score each proposal against the criteria listed below:

The Rapporteur will produce a Summary Evaluation Report (SER) for each assessed proposal. The SERs will be discussed and agreed in a Consensus meeting attended by the Evaluation Panel and a Quality Controller. The result of each SER, together with the evaluation results list of all proposals assessed, will be sent to the Selection Committee for the final decision.

Excellence	Max. scoring
Coherence of the intervention logic	5 points
<ul style="list-style-type: none"> The proposal objectives are SMART (specific, measurable, achievable, realistic and time bound) and related to the proposed KPIs and outcomes. 	5 points
Consortium	50 points¹⁷
<ul style="list-style-type: none"> Applicants demonstrate international experience and expertise within the European venture capital industry, including strong expertise in startup assessments, impact assessments, company valuations, startup investments, startup divestment strategies, startup exits and investor reporting. 	10 points
<ul style="list-style-type: none"> Applicants provide an investment track record of at least 10 investments in startups fitting the core topics: Public transport, Health and mobility, Electrification of transport and alternative fuels, Mobility data management, Public space design, Urban vehicle access regulations, Mobility planning, Urban logistics, New mobility services, Cooperative, connected and automated mobility, Road safety, and Parking and curb side management. 	10 points
<ul style="list-style-type: none"> Applicants provides a pool of top-notch experts with international experience delivering training, mentoring and/or coaching programmes targeting early-stage companies; 	10 points
<ul style="list-style-type: none"> Applicants demonstrate experience in hosting Demo Days for investors and refers Demo Days organised for the past 5 years. 	10 points

¹⁷ For this section, the evaluation scores will still be from 0 to 5, but the final score given will be automatically doubled.

<ul style="list-style-type: none"> Applicants demonstrate experience in delivering acceleration programmes to mobility startups with an European scope. 	10 points
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Impact: social, economic, financial and general sustainability	Max. score
Ambition of the proposal and contribution to expected impact	15 points
<ul style="list-style-type: none"> The proposal contributes to EIT UM's financial sustainability mechanism of EIT Urban Mobility by implementing a payment scheme (equity or cash) for startups participating in the programme. 	5 points
<ul style="list-style-type: none"> The proposal has a clear European scope to scout for startups with a the right sourcing channels and a proven methodology to filter and source high-quality teams with scalable business. 	5 points
<ul style="list-style-type: none"> The proposal supports gender equality and promotes wider diversity and inclusiveness in the mobility sector. 	5 points
Quality and efficiency of the implementation	Max. score
Coherence and effectiveness of the workplan, including appropriateness of the allocation of budget, tasks and resources	10 points
<ul style="list-style-type: none"> The workplan and tasks are coherent with the proposed outcomes, objectives, KPIs and expected results. 	5 points
<ul style="list-style-type: none"> The budget is clearly outlined and justified. The budget reflects value for money. The budget distribution reflects the division of roles and responsibilities among partners. 	5 points
Appropriateness of the management structures and procedures, including quality management and risk management	5 points
<ul style="list-style-type: none"> The proposal provides effective and professional management structures to attain the defined outcomes. A clear risk and mitigation plan is provided. 	5 points

The full proposal evaluation will consider both the initial strategic fit score (15), as well as the external evaluation three criteria scores (85). The total scoring of 85 points is distributed as follows:

	Max score
Strategic Fit	<i>15 points</i>
Excellence	<i>55 points</i>
Impact	<i>15 points</i>
Implementation	<i>15 points</i>
Total points	<i>100 points</i>

If two or more proposals within a challenge area receive the same score, funding prioritisation will be based on the following criteria in order of importance: excellence, impact, quality and efficiency of the implementation. Proposals with the same score will specifically be brought to the attention of the EIT Urban Mobility Selection Committee.

5.3 Stage 2 - Portfolio selection process

The EIT Urban Mobility Selection Committee (SC) is composed by the EITUM CEO or EIT UM CFO and the director of Impact Ventures thematic area (or his deputy). The Selection Committee will consider the following factors and will add 15 points to the final scoring obtained by each proposal in the 1st stage evaluation.

Assessment factor	Description of the assessment	Max score
Business Intelligence	<ul style="list-style-type: none"> Track record of entities involved in a consortium in terms of performance (KPIs, quality of deliverables, ...demos), if applicable. Track record of the consortium in EIT UM funded and contribution to EIT Urban Mobility financial sustainability, if applicable 	5 points
EU dimension	<ul style="list-style-type: none"> Entities providing pan-European outreach in their activity reach. 	5 points
Portfolio Fit	<ul style="list-style-type: none"> Complementarity of the proposal within the current/past portfolio of the Thematic Area and/or the EIT Urban Mobility. Relevance of the partnership at strategic level by EIT Urban Mobility, specifically related to Impact Ventures area focus on impact investing. 	5 points

In the case that two or more proposals duplicate or substantially duplicate partners, core activities, technologies or solutions, the Selection Committee will only select the one with the highest score.

Finally, if one or more proposals receive the same score, additional consideration will be given to the type of consortium members and co-funding, as follows:

- Proposals with all consortium members being European early-stage investors focused on mobility, smart cities, sustainability, and impact, will be ranked higher;
- for co-funding, including a co-funding higher than 20% will be ranked higher;

The Selection Committee will decide on the final list of projects put forward for funding, those put forward for inclusion in the reserve list (if any), and those put forward for rejection. In addition, the Selection Committee may review the pre-selected proposals and make a list of conditions and/or recommendations to improve the proposals.

Finally, EIT Urban Mobility retains the right to reach out to proposals listed on the reserve list until the end of 2025. If additional EIT funds become available in the current Business Plan and in justified cases, EIT Urban Mobility can use the reserve list.

5.4 Communication of results to applicants

The Project Leader will receive a communication from EIT Urban Mobility with the results of the evaluation (SER).

If the proposal is pre-selected, the evaluation results may include a set of conditions and/or recommendations, within a defined period. The Project Leader of a conditionally pre-selected proposal will need to respond and update the proposal according to these conditions within this timeframe. If the Project Leader 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 ranking list will be contacted. Should all conditions be met within the indicated timeframe, EIT Urban Mobility will initiate the onboarding/contracting process. The contract will be signed only after 30 days from the preselection decision.

5.5 Appealing against evaluation Results

If the Project Leader of a rejected proposal disagrees with the decision, they may only appeal in the event that a SER clearly contradicts the information provided in the proposal. In this case, the Project Leader will have seven calendar days¹⁸ after receiving the final evaluation results (final SER and Hearing comments) to submit an appeal (see document *Appeal procedure* document published on the Call webpage).

5.6 Onboarding and contracting phase

Should all conditions be met within the indicated timeframe, EIT Urban Mobility will initiate the onboarding and contracting process. The contract will be signed only after 30 days from the preselection decision.

As outlined in the Project Implementation Handbook, entities receiving EIT Urban Mobility funding for the implementation of projects will therefore become subgrantees of the Business Plan 2023-2025, committing themselves to perform towards the achievement of the related targets. Entities that have never been part of projects funded by EIT Urban Mobility and that do not have a PIC validated by the Research Executive Agency (REA) of the European Commission will be subject to a PIC validation process managed by the EIT Community Onboarding Service. All validated entities will proceed with the signature of the Financial Support Agreement (FSA).

Additionally, EIT Urban Mobility reserves the right to request to the EIT Community Onboarding Service a Financial Assessment Capacity to check the financial capacity of any entity of a selected proposal. In such case, EIT Urban Mobility may require:

- an enhanced financial responsibility regime, i.e. joint and several liability for all subgrantees or joint and several liabilities of Affiliated Entities if any
- prefinancing paid in instalments (multiple/additional prefinancing)

¹⁸ A few additional days might be granted according to the circumstances (i.e. public holidays/weekends). In such cases, the applicants will be informed by email of the exact appeal period.

- (one or more) prefinancing guarantees
- or
- propose no prefinancing or
 - request that the entity is replaced or, if needed, might reject the entire proposal

In other words, if the assessment results are not satisfactory, EIT Urban Mobility might reject the participation of this entity and will then check whether the proposal is still eligible.

6. Annex I – List of KPIs

KPI Code	KPI Title	KPI Definition	Supporting documents
EITHE03.1	KIC Supported start-ups/scale-ups	<p>Number of start-ups and scale-ups supported by KICs for at least 2 months in year N, provided the KIC's support contribute to the company's growth (including potential growth).</p> <p>Examples of such services are mentoring, consultancy on access to finance and markets, product/service marketing, legal advice, internationalisation, matchmaking, etc. The services should be provided for a total period of at least two months. Start-ups and scale-ups will be reported by country of registration of the venture.</p>	<p>Structured data:</p> <ul style="list-style-type: none"> - Year of reporting - Company name. - Company registration number. - Country of registration. - Gender of the CEO. - Reference to a specific KAVA. - Was the company supported through the HEI CBI? - Was the company supported through a cross-KIC project? <p>No supporting evidence required. <i>(*Activity leaders are advised to keep the formal signed agreements and the registration certificates of start-ups in case they are requested during the assessment process.)</i></p>
EITHE06.1	Investment attracted by KIC-supported startups and scale-ups (in mEUR)	<p>Total EUR amount of private and public capital attracted within year N by supported start-up/scale-ups that have received KIC business creation services support of total duration of at least two months, within a maximum of three years following the last received KIC KAVA support activity.</p>	<p>Structured data:</p> <ul style="list-style-type: none"> - Year of reporting - Investment amount - Company name - Company registration number - Country of the company registration - Gender of the CEO - Was the company supported through the HEI CB Initiative? - Was the company created through a cross-KIC project? <p>Supporting evidence:</p> <ul style="list-style-type: none"> - Declaration of a start-up proving the amount, type of investment, source of income by type (public/private) and a link to a specific KAVA and support received and the year when last support was

			provided. → TEMPLATE provided by EIT UM
KONHE11	# Number of external and internal events	<p>KIC-specific events that EIT Urban Mobility organises or actively participate at. Community events are events organised by EIT Urban Mobility for our staff and/or our partners.</p> <p>External events are events organised by EIT Urban Mobility for our staff and/or our partners and external audiences (for example Tomorrow.Mobility).</p> <p>Third-party events are events organised by a third party (it can be a partner or not) where we play an active role. This includes having a booth, organising a side event or a workshop, having a speaking role, etc.</p>	<p>E.g., <i>Document with list of events, agendas of meetings, presentations, KAVA deliverable containing this information, etc.</i></p>