

RAPTOR Open Call

2025

16/12/2024

Info session agenda

Topics	Content	Presenter
1. Introduction	A word from the Agile Innovation Manager	Yann Simon
2. Call Overview	Who can apply, timelines	Natalia Gozdur
3. Call Scope	Introducing the City Challenges	Natalia Gozdur
4. Application Tutorial	Registration + proposal submission process (NetSuite)	Isabell Tributsch
5. Evaluation Process	Evaluation criteria, evaluation stages	Natalia Gozdur
6. Awarded Projects	Financial sustainability contribution, Project implementation, KPIs + deliverables	Arthur Boetti Natalia Gozdur
7. Next Steps	City Presentations – 17 & 18 DEC	Natalia Gozdur
8. Live Q&A	Get your questions answered	Open



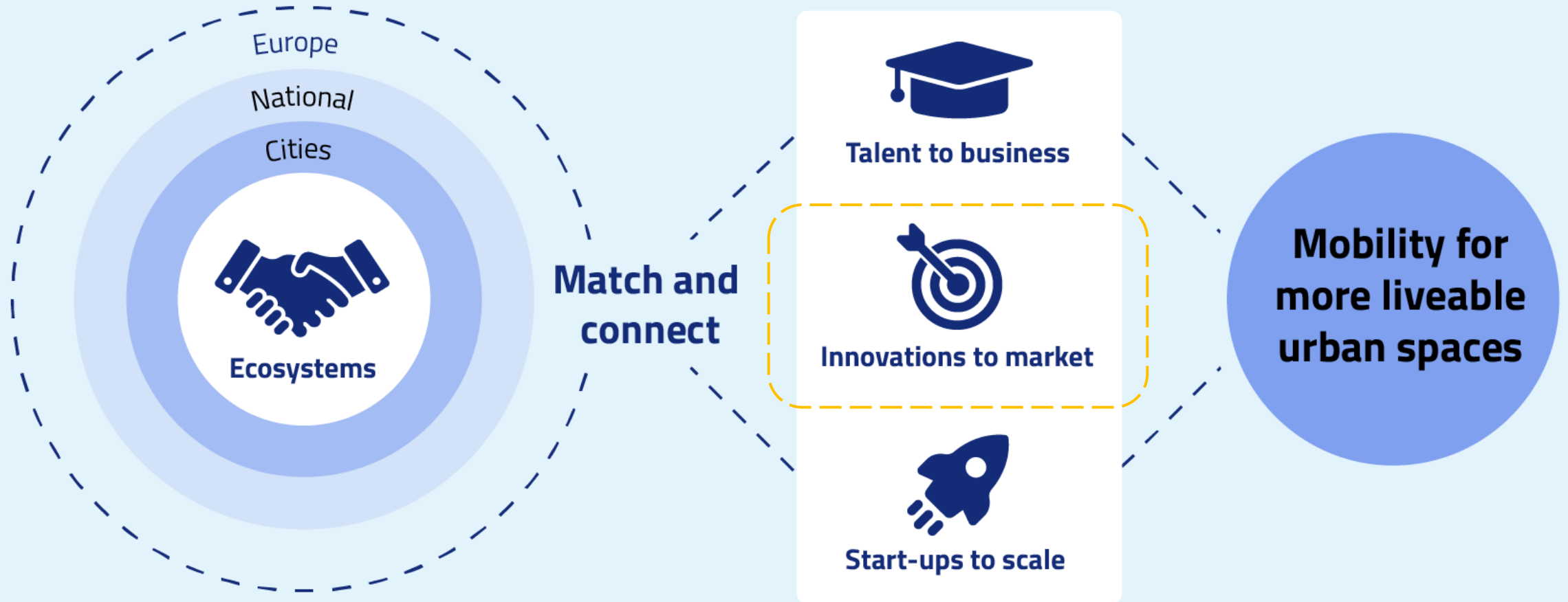
RAPTOR 

Introduction

Yann Simon

Agile Innovation Manager

How **EIT Urban Mobility** is accelerating the urban mobility transition



RAPTOR in numbers

Piloting innovation across European cities since 2021

44 pilots

36 cities + 14 cities in 2025

+500 start-ups applications

RAPTOR 

Call Overview

WHAT IS RAPTOR ?



Rapid Applications for Transport (**RAPTOR**) is a **city-driven, challenge-based, and agile innovation programme** of EIT Urban Mobility.



RAPTOR matches niche **urban mobility challenges** around Europe with **solutions** from start-ups and SMEs.



Awarded start-ups and SMEs get **€40.000** in EIT funding and **6 months to develop their solution** to solve the city challenge.

RAPTOR objectives

- **Cities** → *Test before investing* – innovation fast-track testing in a real-life environment in your city & learning opportunity (**IN-SITU DEMO**)
- **Start-ups** → Demonstrate value to cities, Gain a new market experience, financial support, product market fit development
- **EIT UM** → Drive transition to sustainable mobility in cities and support to scale-up relevant innovations at the EU level



To develop a **new or significantly improve an existing product / service / solution** that solves the city challenge

Who can apply?

- Start-ups and SMEs **registered** in an EU Member State or a Horizon Europe-associated countries, including the UK and Switzerland.
- Applicants must submit as a **single entity** (no consortia allowed).
- Registered on the EU Funding & Tender Portal - Participant Identification Code (PIC) number.
- Applicants **cannot have been funded** in the 2024 RAPTOR/ SME Market Expansion Calls, nor received funding from EIT Urban Mobility S.L. for the **same product development**
- Your solution must align with a City Challenge from the RAPTOR 2025 Call. Multiple applications are allowed, but **only one award per applicant is possible**.

APPLY via NetSuite platform

Why to participate

- Work directly with city stakeholders to **co-create solutions** for real-world urban mobility challenges.
- **Receive funding and support** with €40,000 in EIT funding, and access to resources to develop and test your solution.
- Showcase your innovation in a pilot project, gaining **recognition and potential for scale-up** across Europe.
- Address current challenges and **make cities more sustainable, inclusive and livable.**

RAPTOR 

City Challenges

Aarhus, Denmark
Enhancing accessible parking



Belgrade, Serbia
Smart pedestrian safety



Dublin, Ireland
Safe on-street EV charging



Gothenburg, Sweden
Enhancing commercial cargo bikes adoption



Greater Manchester, United Kingdom
Optimising multimodal transport network



Mannheim, Germany
Facilitating shared parking



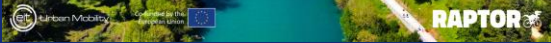
Nantes, France
Light vehicle renting



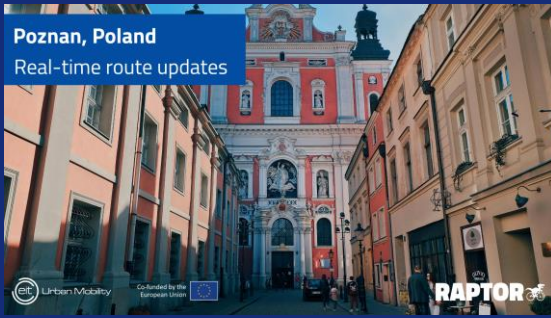
Nicosia, Cyprus
Optimised waste collection routing



Podgorica, Montenegro
CO2 data collection



Poznan, Poland
Real-time route updates



Taurage, Lithuania
Bus infrastructure assessment



Thessaloniki, Greece
Data-driven decisions for urban freight



Trondheim, Norway
Smart loading zone monitoring



Utrecht, Netherlands
Park and ride optimisation



RAPTOR 

 **Urban Mobility**

 **Co-funded by the European Union**

Call Timeline

12 December until
12 February 17:00

Call for Proposals

Apply to city
challenge

February & March

**Quality
Evaluation:**
Eligibility Check &
Proposal
Evaluation

April

**Panel
Hearings:**
shortlisted
applicants

June 1 until
30 November

**Project
Development:**
prepare and test
your solution in
the city

November & December

**Project Closing &
Reporting:**
KPI &
Deliverables

Call Budget



Total: up to €600,000
(up to **15 projects**)



EIT funding is
€40,000
per selected project



Each proposal must have a
co-funding of **€19,500**
resulting in the fixed lump
sum of €59,500 per selected
project.

RAPTOR 

Application Tutorial

Isabell Tributsch
PMO

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Evaluation Process

1 Eligibility & admissibility check

A proposal will be **admissible** if it fulfils the criteria detailed below:

1. Completeness	The submitted proposal is complete, has been submitted on time by the applicant via the NetSuite submission tool, is in English, has all mandatory sections filled out and is accompanied by supporting documents.
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If a proposal is not admissible, it will not proceed to the eligibility check. A proposal will be eligible if it fulfils the criteria detailed below:

2. Applicant eligibility	Applicants meet the requirements established in Section 1.2 (Eligibility of applicants).
3. Applicant registration	Applicants have fully completed the PIF in the NetSuite online submission tool, including their PIC. See Section 1.9.
4. Mandatory deliverables and KPIs	All proposals must include the following mandatory deliverables and related KPIs: <ul style="list-style-type: none">• DEL 1: Commercial agreement / Equity agreement• DEL 2: Final performance report• KPI: EITHE 02.4 Marketed Innovation• KPI: KONHE20 Designed/Tested Innovations.

More information: Evaluation and selection process - [Call Manual](#) p. 16 - 23

Evaluation Process

2 Quality Evaluation

70 points

The strategic fit evaluation will consist of two questions, with a total score of 10 points.

Strategic fit (10 points)	Max. scoring
Strategic objectives <ul style="list-style-type: none"> The proposal contributes to EIT Urban Mobility's strategic objectives; see Section 1.3.1. 	5 points
City Challenge <ul style="list-style-type: none"> It addresses the RAPTOR City Challenge defined in Annex II. 	5 points

THRESHOLD: Only proposals that receive at least **3 points in each of the strategic fit evaluation** questions will move on to the full quality evaluation stage.

Excellence: novelty and innovation (15 points)	Max. scoring
Product/service <ul style="list-style-type: none"> The product/service proposed is clearly described, including core elements such as functionalities and components to be developed, and demonstrates novelty and competitiveness. 	5 points
Need and relevance <ul style="list-style-type: none"> The proposal demonstrates the need and relevance of the product/service for the target user (municipality, citizens, public transport operator, mobility provider, police and security services, public infrastructure provider, maintenance company, etc.). 	5 points
Commercial track record <ul style="list-style-type: none"> The proposal describes a track record of product development, innovation and sales (at least one recent customer). 	5 points

Impact: social, economic, financial and general sustainability (15 points)	Max. scoring
Overall impact and diversity <ul style="list-style-type: none"> The social, economic and environmental impact of the proposal is clearly defined and is measurable at a quantitative level for the city (challenge). The proposal supports gender equality and promotes wider diversity and inclusiveness in the mobility sector. 	5 points
Scalability potential <ul style="list-style-type: none"> The proposal presents the existing traction (need) in the market and provides a credible commercialisation and development strategy for scaling up the specific product/service in other European contexts. 	5 points
Intellectual property <ul style="list-style-type: none"> The proposal defines clear measures for managing intellectual property rights to manage the commercialisation and exploitation of results. 	5 points

Implementation: planning and sound financial management (30 points)	Max. scoring
Workplan and demonstration plan <ul style="list-style-type: none"> The workplan is clearly outlined and has a reasonable timeline, identifies risks and mitigation measures, and is connected to the objectives and KPIs expected. The proposal sufficiently describes the timeframe for and scope of product/service testing and in-situ demonstration. The proposal identifies resources and needs for the successful pilot implementation in the city, such as accessible information, infrastructure access, data, specific software and communication systems. 	5 points x 2 (10 points)
SMART objectives <ul style="list-style-type: none"> The proposal objectives are clearly stated and are SMART (specific, measurable, achievable, realistic and time-bound). 	5 points
Project team <ul style="list-style-type: none"> The proposal identifies and describes the startup/SME's technical and business experience in the relevant field, including the expertise of key staff members to effectively manage and deliver the project. 	5 points
Dissemination <ul style="list-style-type: none"> The proposal defines clear plans for dissemination of the project activities during the pilot phase to reach the target audience, achieve the outcomes at the end of the project and promote results, aligned with the RAPTOR City Challenge. 	5 points
Budget <ul style="list-style-type: none"> The proposed cost allocation per category, the resources mobilised and the resulting overall lump sum are plausible and reasonable. 	5 points



Evaluation Process

3 Panel Hearings

30 points

Top 4 applications per city
above threshold*

- One panel hearing per city
- Online via Zoom
- 20 minutes: 5 minutes pitch + 15 minutes Q&As

Additional: Successful proposals that achieve a score of 10 points for portfolio fit will be invited to apply for the Additional Grant for Equity FSM selection process

Assessment factor	Description of the assessment	Max. score
Results of the hearing	<ul style="list-style-type: none">• credibility and quality of the pitch delivered;• clarity of the responses to questions, issues and concerns posed by the Selection Committee;• clarity of the responses to issues and concerns expressed by the External Expert Evaluator in the SER, if applicable.	10 points (5 points x 2)
Portfolio fit	<ul style="list-style-type: none">• complementarity of the proposal within the current/past portfolio of the Thematic Area and/or EIT Urban Mobility;• entities from underrepresented countries within the EIT Urban Mobility portfolio and, if applicable, relevance of Swiss entities (innovativeness of the product and clear benefit for the EU market).	10 points (5 points x 2)
City Challenge fit and replicability	<ul style="list-style-type: none">• relevance and suitability of the solution for the City Challenge;• potential for expansion within the city, in light of cost efficiency, resource availability and integration with existing city systems or infrastructure;• unique selling proposition (USP) of the solution for replicability in other European contexts.	10 points (5 points x 2)

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RAPTOR 

Financial Sustainability Mechanism

Arthur Boetti

Innovation Advisory Services

FSM

- 1 Structure of the FSM: Fixed Fee + Success Fee.
- 2 Service to start on 01 June 2025.
- 3 Minimum FSM: Basic Sales Support for one year.
- 4 Fixed Fee needs to be paid in 2025 in its totality but can be separated in 2 invoices (or more based on the amount).

Service	Basic Sales Support	Standard Sales Support	Premium Sales Support
CRL evaluation	✓	✓	✓
Webinars	✓	✓	✓
Visibility package	✓	Premium positioning	Premium positioning
IP inbox	✗	✓	✓
Leads Scouting	Passively	Passively	Actively
Events representation	✗	✗	✓
Events booster	✗	✗	✓
Consortia matchmaking	✗	✗	✓
Tender scouting	✗	✗	✓
Cost	€3.000/year	€10.000/year	€20.000/year

Project Implementation

June – Kick-Off Meeting

- First meeting with the city
- Revise the project plan & necessary resources:
 - Adjustments to the scope and timeline based on the city feedback

Solution Development

- Start-up/SME begin solution development tailored to the city's needs
- Ongoing feedback and support from the city to align the solution with local requirements
- **Monthly meetings:** active collaboration to ensure smooth preparations for testing

In-situ Demonstration

- Minimum testing period is 2 weeks: multiple half days throughout one month, 2-weeks ongoing, or multiple 2-day demos, etc
- All demonstrations **must be completed before November 30**

EIT Urban Mobility support

- EIT UM team acts as a facilitator throughout the project implementation



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KPIs & Deliverables

Deliverables:

DEL 1 - Commercial Agreement

Signed agreement between the grantee and EIT Urban Mobility. Online process.
Submitted at project start.

DEL 2 - Final Performance Report

City confirmation of project success + evidence of the correct implementation of brand communication requirements according to EIT Urban Mobility 2023-2025 Brand Book, and Communication Guidelines.
Due at the end of the project

Mandatory KPIs:

KPI Designed/Tested Innovations KONHE20

Overview of projects key statistics and images a template will be made available.

KPI Marketed Innovations EITHE02.4

Documented **proof of at least €10.000 in sales** this includes: an invoice with information of the buyer (including details such as name, VAT, etc.) and bank note confirmation

Second 50% of financing disbursed upon KPI and DEL successful completion!

Financial aspects

First payment

The first payment will be disbursed following the signing of the Financial Support Agreement (FSA) and submission of the signed Commercial Agreement (DEL 1)

- up to 50% of EIT Urban Mobility's contribution (maximum €20,000)
- At the beginning of the project

Final payment (payment of the balance)

The remaining balance of the EIT Urban Mobility contribution will be paid according to the total number of mandatory deliverables declared fully completed and approved by EIT Urban Mobility

- up to 50% of the total contribution (maximum €20,000)
- After the project is completed and all KPIs/DELS fully completed and approved

Aarhus, Denmark
Enhancing accessible parking



Belgrade, Serbia
Smart pedestrian safety



Dublin, Ireland
Safe on-street EV charging



Gothenburg, Sweden
Enhancing commercial cargo bikes adoption



Greater Manchester, United Kingdom
Optimising multimodal transport network



Join the City Challenge Presentation and Q&As



Nantes, France
Light vehicle renting



Nicosia, Cyprus
Optimised waste collection routing



Part 1: dec 17 10:00

*Aarhus, Belgrade, Greater Manchester,
Mannheim, Podgorica, Poznan, Taurage.*

Part 2: dec 18 10:00

*Dublin, Gothenburg, Nantes,
Nicosia, Thessaloniki, Trondheim, Utrecht.*

Taurage, Lithuania
Bus infrastructure assessment



Thessaloniki, Greece
Data-driven decisions for urban freight



Trondheim, Norway
Smart loading zone monitoring



Utrecht, Netherlands
Park and ride optimisation



Live Q&A

All the details about the RAPTOR 2025 Open Call:

<https://www.eiturbanmobility.eu/call-for-proposals/raptor-2025-open-call/>

RAPTOR 

Thank you!

For more information, please contact:
agileinnovationteam@eiturbanmobility.eu

<https://raptorproject.eu/>
www.eiturbanmobility.eu

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