

# Foster the New European Bauhaus transformation

## Green & Socially Sustainable Manufacturing: Startup Acceleration Call

### Terms & Conditions

## 1. Overview and objectives

EIT Manufacturing is launching an open call, under the name: **Green & Socially Sustainable Manufacturing: Startup Acceleration Call**. The call seeks to support startups with green and socially sustainable manufacturing solutions<sup>1</sup> to accelerate their growth.

The objective of this call is to scale the next generation of European manufacturing innovators who provide solutions that link to the aspirations of the [New European Bauhaus](#) initiative. For this call, several relevant areas under the domains of sustainability, inclusion and aesthetics in manufacturing have been identified (please see section 2).

Four companies will be selected to receive a €15,000 prize to accelerate their growth in addition to a tailored package of access to market and access to finance services, valued at €35,000 and provided by EIT Manufacturing's Business Creation team.

## 2. Requirements for entry

The **Green & Socially Sustainable Manufacturing: Startup Acceleration Call** is open to startups with green and socially sustainable manufacturing solutions who would like to accelerate their company's growth. The startup must meet the following eligibility criteria:

- Are actively looking to grow
- Have demonstrated meaningful customer traction
- Have been operative for more than one year
- Have a dedicated full-time team with a headquarters incorporated in any EU or Horizon Europe associated country
- Are looking to enhance and complement their business development efforts
- Are currently or will in the future be looking for access to finance from equity partners

Several themes have been identified under the New European Bauhaus (NEB) scope – sustainability, inclusion and aesthetics – that are relevant to the manufacturing domain. The startup must, in addition to fulfilling the criteria above, have an innovative solution that fits one of the call themes noted below:

### Green manufacturing

- Low environmental footprint solutions
- Solutions related to decarbonizing manufacturing processes and maintenance
- 'Locally' manufactured and delivered solutions
- Circular economy solutions
- Urban manufacturing solutions

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<sup>1</sup> For the purpose of this call, a solution can be defined as a product, system, or service.

### Socially sustainable manufacturing

- Efficiencies related to manufacturing processes and maintenance
- Human-machine co-working and automation solutions
- Agile, flexible, and resilient supply chains
- Inclusiveness and quality of experience (including aesthetics) in manufacturing processes and solutions

The language of the call is English. As such, all submission material must be submitted in English and the startup must interview in English in front of the selection committee.

## 3. Application process

Submissions will be accepted from 18 October 2021 until 17 December 2021 at 23:59 CET. All submissions must be submitted through the online Submittable platform before the aforementioned deadline to be considered. No paper applications will be accepted.

The Organizers reserve the right to change the submission timeline at their discretion, and any change in application timeline will be duly communicated. It is the participants' responsibility to keep track of announcements and information on the website.

## 4. Evaluation and selection process

The evaluation and selection process of the **Green & Socially Sustainable Manufacturing: Startup Acceleration Call** is designed to create an open, accountable, multi-step selection process based solely on the merit of the submitted applications. All eligible submissions shall receive the same opportunity. No quotas shall be established.

Each eligible submitted application shall be evaluated by a team composed of EIT Manufacturing experts and scored according to the following assessment criteria:

Assessment criteria	Weight
Innovativeness of solution	20%
Existing customer traction and market growth potential	20%
Strength of submitted letter of motivation	20%
Identified market problem and addressed customer pain points	15%
Team, expertise and entrepreneurial drive	15%
General impression of the application (professionalism and impact)	10%

Following the scoring of each eligible application, a small selection committee will hold 60 min (virtual) interviews with the top 8-10 companies. Following the interviews, each member of the selection committee will rank the companies from 1-8/10. For each company, the sum of its ranking number from each committee member will then be calculated. The selection committee will convene in a deliberation meeting to review the ranking of the finalists and select the winners.

The evaluation process is planned to take place from early January 2022 to early March 2022, and winners are expected to be publicly announced at the end of March 2022. However, the Organizers reserve the right to change this timeline.

## 5. Prizes

Four companies will receive a €15,000 prize to accelerate their growth in addition to a tailored package of access to market and access to finance services valued at €35,000 and provided by EIT Manufacturing's Business Creation team. The tailored package of services will be developed in agreement with EIT Manufacturing's Business Creation team and be delivered over the course of several months in 2022.

A full overview of the **Green & Socially Sustainable Manufacturing: Startup Acceleration Call** prize package is below:

- **A €15,000 cash prize to accelerate your company's growth**
- **Tailored access to market support**
  - Reach new customers and expand into new geographies with the dedicated support of our 10 Business Creation managers spread across Europe
- **Tailored access to finance support**
  - Receive professional support to prepare for fundraising, potential financing consideration by EIT Manufacturing, and introductions to VCs and early-stage funding opportunities
- **Access to EIT Manufacturing's network**
  - Gain access to EIT Manufacturing's network of more than 60 pan-European partners from industry, academia and RTOs
  - Invitation to join EIT Manufacturing's Young Companies CEO Club
  - Participate in EIT Manufacturing's broader portfolio of activities and programmes
- **International visibility and publicity through EIT Manufacturing's communication channels**

## 6. Financial Sustainability Mechanism

EIT Manufacturing is committed to supporting the best solutions with the highest potential to generate an impact in the European manufacturing value chain. In addition, EIT Manufacturing is committed to developing its financial sustainability strategy as mandated by EIT, the European Institute of Innovation and Technology.

For the final four selected companies, a contribution to the financial sustainability of EIT Manufacturing is required in the form of: equity shares to be converted at a future financing round, revenue sharing agreement, and/or payments of success fees for access to market/finance support. The final mechanism will be tailored and agreed with each successfully chosen company prior to the delivery of the aforementioned prize package.

However, upon final delivery of the tailored support services, EIT Manufacturing reserves the right to reduce/cancel the financial sustainability mechanism agreement in the event of potential further collaboration between EIT Manufacturing and the startup.

## 7. Rules & Regulations

### 7.1 Monitoring and control

#### **Documentation prior to delivery of prize package:**

Before EIT Manufacturing wires the €15,000 cash prize, the selected companies must provide the following:

- Letter of intent on how the company plans to spend the prize with a clear link to how it will accelerate the company's growth
- Company registration details
- Bank details

Before EIT Manufacturing delivers the €35,000 worth of access to market/access to finance services, the company and relevant members of the Business Creation team will discuss and agree upon a tailored set of services based on the needs of the company. This agreement, to be signed by the company and EIT Manufacturing, will include an overview of services and the expected duration in addition to the relevant FS mechanism if applicable (as noted above in section 6).

Furthermore, EIT Manufacturing reserves the right to ask for proof that the company does not have any outstanding issues with local tax authorities/administration authorities, which could adversely impact the reputation of EIT Manufacturing.

#### **Reporting after delivery of prize package:**

Within two months after the final delivery date of services, the company must complete the following:

- A brief report confirming how the €15,000 cash prize was spent in relation to accelerating the company's growth
- A 'declaration of honour' confirming the set of services provided by EIT Manufacturing's Business Creation team.

A short template for each of the above items will be provided by EIT Manufacturing.

#### **Right to activate audits:**

EIT Manufacturing retains the right to activate an audit on selected startups from the **Green & Socially Sustainable Manufacturing: Startup Acceleration Call**, in case of alerts and/or to confirm governance and proper usage of the funds. In case of any identified issue(s), EIT Manufacturing reserves the right to cancel the prize package.

### 7.2 Intellectual Property and Publication Rights

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

to indemnify and hold harmless EIT Manufacturing and/or any assignee or affiliate from any third-party allegations or claims of intellectual property rights infringement by the product or service of participants.

### 7.3 Publicity and visibility regarding funding

The selected companies must commit to promote the **Green & Socially Sustainable Manufacturing: Startup Acceleration Call** and its results in a strategic and effective manner.

A communications package including guidelines will be provided to all selected companies. Unless EIT Manufacturing requests or agrees otherwise or unless it is impossible, any communication activity related to the action (including in electronic form, via social media, etc.) must:

- display the EIT Manufacturing logo with the EU emblem (equal width for the EIT Manufacturing brandmark and the EU flag)
- include the following text: “Co-funded by the European Union.”

When displayed together with another logo, the EIT Manufacturing logo and EU emblem must have appropriate prominence. For the purposes of their obligations, the selected companies may use the EIT Manufacturing logo and the EU emblem without first obtaining separate approval from EIT Manufacturing. This does not, however, give them the right to exclusive use.

Moreover, they may not appropriate the EU emblem or any similar trademark or logo, or seek any other intellectual property rights in relation thereto, whether by registration or by any other means. EIT Manufacturing reserves the right to revoke the above right of use at any time in its sole and unfettered discretion.

By submitting their application, companies agree to the possible inclusion of their company in any media coverage by EIT Manufacturing and its partners, such as press releases or publications. Also, all selected companies agree that their personal data, such as their names and affiliations, pictures, videos, and sounds may be used for such purposes by EIT Manufacturing and its partners.

### 7.4 Redress policy

Applicants may have recourse to redress if they have grounds to believe that their application has been adversely affected by apparent shortcomings in the evaluation process or the eligibility check of their proposal. A request for redress from the applicant and addressed to EIT Manufacturing may be submitted in writing through the contact email address provided in the call document, within five days of the date on which EIT Manufacturing informs the applicant of the evaluation results. Please note that redress on the technical judgment of the EIT Manufacturing experts and/or selection committee is not admissible. An EIT Manufacturing Evaluation Review Committee will examine the request and provide an opinion on the procedural aspects of the evaluation process and not on the merits of the proposal. Based on this opinion, a decision will be taken by EIT Manufacturing, and the applicant will be notified in writing.

## 7.5 Data protection

The sole purpose of the collection of data is to verify the eligibility of the submitted applications and to identify the best companies. Participants will provide name, postal address, email address and telephone number ("personal data") only for the purposes related to execution of the call. EIT Manufacturing will process the submitted material according to the European General Data Protection Regulation (GDPR).

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

The application submission and evaluation process will be done via [Submittable](#), an online submission management tool by Submittable Holdings, Inc.

**YOUR CONSENT TO THE USE OF SUBMITTABLE AS SUBMISSION AND EVALUATION TOOL:** By submitting your application within this challenge you implicitly state your consent to the [Terms and Conditions](#) as well as the [Privacy policy](#) of Submittable.

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

## 7.6 Acceptance of Green & Socially Sustainable Manufacturing: Startup Acceleration Call Terms & Conditions

By submitting an application form, the participant agrees to the Terms & Conditions, which form part of the submission. Participants agree that they have no legal entitlement to any prize.

EIT Manufacturing reserves the right to make reasonable amendments to these Terms & Conditions. Amendments and additions to these Terms & Conditions shall be valid only if communicated in writing or otherwise made available to the participants.

Any deviation from these Terms & Conditions can only be made in writing and signed by an authorized representative of EIT Manufacturing and the participant.

These Terms & Conditions are governed by the laws of France.

Any disagreement or dispute which may arise in connection with these Terms & Conditions which cannot be settled amicably will be brought before the courts in Paris, France. To the maximum extent permitted by law, under no circumstances and under no legal theory whether in tort (including negligence) contract or otherwise shall EIT Manufacturing, any of its Co-Location Centres (CLCs) or affiliates be liable for any special indirect, punitive, incidental or consequential damages, including loss of profit. The liability of EIT Manufacturing shall in any case be limited to 1,000 euros.

Finally, EIT Manufacturing retains the right to cancel the call at any time and for any reason.

## 8. Organizer

The **Green & Socially Sustainable Manufacturing: Startup Acceleration Call** is organized by EIT Manufacturing. EIT Manufacturing is responsible for the coordination of the application, evaluation, and selection process in addition to the delivery of the prizes for winning companies as outlined above.

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