



InnoEnergy  
Knowledge Innovation Community

# INVESTMENT ROUND 2019

InnoEnergy Innovation Projects

*Doc.: IR2019 GEN*





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[www.innoenergy.com](http://www.innoenergy.com)



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KIC InnoEnergy S.E.  
John F. Kennedylaan  
2 5612 AB  
Eindhoven The  
Netherlands

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## 1. Introduction

InnoEnergy strategy in Innovation Projects is influenced by several factors:

- The **SET plan**, Commission's flagship initiative to foster research and innovation in low-carbon technologies valid for 2014-2020. It sets the directions that will allow Europe to reach the new very ambitious goals for 2050: reduction of 95% of emissions in the power sector, reduction of dependency from foreign energy suppliers by 55%, increase renewable share of production to 40% -all against 1990 baseline-, capture 2.4 trillion € of European investments in generating capacity from 2010 to 2050;
- The **Clean Energy for All Europeans package** - the new European energy policy framework to facilitate the clean energy transition and make it fit for the 21st century. It empowers European consumers to become fully active players in the energy transition and fixes two new targets for the EU for 2030: a **binding renewable energy target of at least 32% and an energy efficiency target of at least 32.5%** - with a possible upward revision in 2023. For the electricity market, it confirms the **2030 interconnection target of 15%**, following on from the 10% target for 2020. These ambitious targets will stimulate Europe's industrial competitiveness, boost growth and jobs, reduce energy bills, help tackle energy poverty and improve air quality;
- The new policy framework brings regulatory certainty, in particular through the introduction of the first **National Energy and Climate Plans**, and will encourage essential investments to take place in this important sector; and
- The conviction that the European energy system needs to be approached as a whole in order to achieve a system change towards sustainability, and that it is the continuous interaction between market demand and technology push that will make systemic innovation appear and be more efficient.

These factors lay down the framework for **InnoEnergy Investment Round**, which is based on two pillars:

1. The requirements, terms and conditions of the Investment Round
2. The thematic field roadmaps

The present document contains the basic information needed to understand the requirements, terms and conditions of **InnoEnergy Investment Round 2019**.

More information about the **Investment Round 2019** and the InnoEnergy thematic field roadmaps can be found at :  
[https://investmentround.innoenergy.com/thematic\\_fields.html](https://investmentround.innoenergy.com/thematic_fields.html)



## 2. What is an EIT InnoEnergy Innovation Project?

InnoEnergy understands by innovation projects as the transformation of available knowledge into new marketable products and services related to the field of sustainable energy that create positive impact on market and society, by:

1. Decreasing energy cost,
2. Increasing intrinsic operational safety or reliability, and/or
3. Reducing Green House Gas (GHG) emissions

Such projects should normally present:

1. a maximum project duration of 3 years;
2. a time to market (i.e., sale) shorter than 2 years from the end of the project,
3. An acceptable level for **all five dimensions of the InnoEnergy's Innovation Readiness Level (IRL)** tool which measures the readiness of innovation and R&D projects by assessing them under five dimensions:
  - **TRL – Technology Readiness Level** – Maturity degree in terms of technology development.  
As an example, the **Technology Readiness Level (TRL) =6**, meaning that technology is demonstrated in relevant environment (industrially relevant environment in the case of key enabling technologies)
  - **IPRL – Technology Readiness Level** – Maturity degree in terms of freedom to operate
  - **MRL – Market Readiness Level** – Maturity degree in terms of market & need analysis
  - **CRL – Consumer (End-user) Readiness Level** – Maturity degree in terms of consumer behavior analysis
  - **SRL – Society Readiness Level** – Maturity degree in terms of potential society acceptance

To calculate the five dimensions of IRL tool please refer to the IRL link : <http://irl.innoenergy.com/login>. To obtain the login details please request a username/password by sending an email to [gabriela.solana@innoenergy.com](mailto:gabriela.solana@innoenergy.com).

Independent of the starting point in the IRL – the success of project asset(s) on the market are paramount to InnoEnergy. Therefore we are encouraged to use the IRL tool to benchmark the progress on the execution of the actions of the project and **focus** on achieving the optimal values for all the dimensions of the IRL tool. In case of TRL, this must be **TRL= 9** at the end of the project.

### 3. Financing of InnoEnergy innovation projects

#### 3.1. General Conditions for InnoEnergy Investment

The sources for investing in innovation projects come from InnoEnergy means which include **private**, including InnoEnergy own resources and **public funding**, from the **European Institute of Innovation and Technology (EIT)**, body of the European Union receiving support from the European Union's Horizon 2020 research and innovation programme).

The public funding is subject to particular conditions established at:

- Framework Partnership Agreement signed between EIT and KIC InnoEnergy SE<sup>1</sup>.
- Specific Agreements to be signed on yearly basis between EIT and KIC InnoEnergy SE<sup>1</sup>.

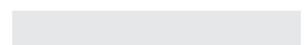
InnoEnergy may finance a range of costs as presented in the **fig 1: Nature of InnoEnergy activities and associated funding**.

InnoEnergy Activities			
Public Funding			Private Funding
<b>Value Added Activities (KAVA)</b>  (Defined in art 6,2 of the FPA. Costs that meet the criteria of art. 7.1 - 7.3 of the Specific Agreements are eligible for EIT funding)		<b>KIC Complementary Activities (KCA)</b>  (Defined as all KIC activities (Defined in art. 4 of the FPA) that are not KIC added value Activities	<b>Value Added Activities</b>  Subject to InnoEnergy terms and conditions
Costs of the value added activities financed through EIT grant	Costs of the value added activities financed through the partner resources or others but non-EU sources	Costs of complementary KIC activities  (By definition financed through InnoEnergy Partner own resources or other forms of co-funding)	
EIT grant	Co – funding (min.20%)	Complementary funding	Private Funding
EIT Funding	Non – EIT funding		Private Funding
	Non-EIT Funding categories available to InnoEnergy Partners: <ul style="list-style-type: none"> <li>• InnoEnergy Partners' own resources</li> <li>• EU-non EIT funding (Only for complementary activities)</li> <li>• National/Regional funding</li> <li>• Private (e.g. donations).</li> <li>• Other funding</li> </ul>		

**Fig 1: Nature of InnoEnergy activities and associated funding**

The general conditions to access InnoEnergy investment are :

1. **the commercialization partners are required to present an acceptable return for the investment received from InnoEnergy conditioned by the successful sale of the product in the market.** This will be executed in a Fee Scheme with InnoEnergy. InnoEnergy considers each innovation project in which invests as a risk investment;
2. The consortium members are to provide a sizeable and relevant **co – funding** to demonstrate the commitment to the action financed by public funding;



The co-funding thresholds are defined on an yearly basis and for 2019 the minimum amount of co-funding is required is 30%.

- Beneficiaries of the investment need to become **InnoEnergy members**. In order to become InnoEnergy members the interested parties must fill in the InnoEnergy EOI platform. Following the notification of the successful funding application, in consultation with and following the guidance of InnoEnergy local office, the InnoEnergy members can apply to become partners according to the EIT rules, namely EIT eligible partners. A number of administrative procedures must be respected and official documents, mainly Registration and VAT Certificates are required.

### 3.2. InnoEnergy Investment Process Key Milestones

InnoEnergy local office will support the proposal partners in identifying and building the right sourcing to the project during the proposal phase, throughout the project execution and more important the commercialization part.

The timelines are indicative and depending on each project and partners may be subject to change. Figure 2 : InnoEnergy Innovation Process outlines the blue print of the lifetime of an innovation project and the support offered at each milestone.

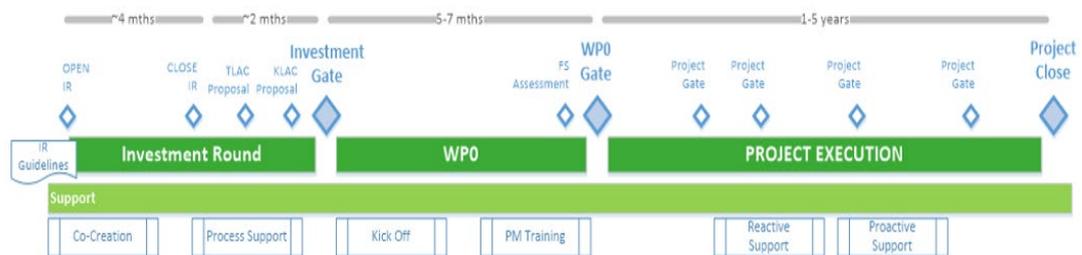


Figure 2 : InnoEnergy Innovation Process and the support provided by InnoEnergy support

### 3.3. Budget Allocation

Each EIT InnoEnergy Innovation project starts with a so called Work Package 0 (WPO). This is a feasibility study dedicated to the analysis and development of the business opportunity. Such analysis will have to be defended in front of a thematic field assessment committee or the Executive Board which, at a formal gate review, will determine if the project can continue or not receiving InnoEnergy funding.

Those projects not succeeding at the gate review will be cancelled. The funding allocation for the WPO is limited to a maximum of **50 000EURO**. If there is a need for a higher funding, this should be explained specifically.

Once successful at the gate review, the funding of EIT InnoEnergy projects will be decided on a half-yearly basis, subject to two conditions:



## 1. Performance according to plan

Project performance will be assessed by InnoEnergy thematic field assessment committee at regular mid-year or year-end project reviews, or at gate reviews established upon attainment of milestones previously identified and agreed for each project. Favorable assessments can lead to budget increases, whereas non-favorable assessments can lead to budget decreases, including the total cancellation of the project.

## 2. Availability of InnoEnergy resources for year Y

Every year in September Y-1 InnoEnergy has to submit to the EIT the Business Plan proposal for year Y. After assessment of the overall InnoEnergy Business Plan proposal and upon consideration of available financial resources, in December Y-1 the EIT will communicate to InnoEnergy the amount granted for year Y. On the basis of such EIT resources and EIT InnoEnergy own resources, InnoEnergy will allocate the available funds to the different activities.

# 4. Submission of investment proposals

## 4.1. Thematic of the 2019 Investment Round Proposals

The proposal should be aligned with one of the topics described in the annexed thematic roadmaps (see website <https://investmentround.innoenergy.com/> under the tab “Thematic Fields”)

## 4.2. Who Can Apply?

The proposal can be submitted by public and/or private consortia which have a project for an innovative sustainable energy product or service.

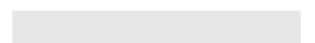
Participation in consortia is open to any organization. The organizations that will apply for EIT eligibility will need to comply with EIT eligibility rules.

The members of the consortia undertake vis-à-vis KIC InnoEnergy SE that at least one of the Partners is or shall become a Platinum, Gold+, or Gold member to the InnoEnergy Innovation Ecosystem. Alternatively, each commercialization Partner shall be (at least) a Silver member to the InnoEnergy Innovation Ecosystem.

For more information about the rights and obligations of different types of InnoEnergy partnership, please refer to Annex 2 InnoEnergy Innovation Ecosystem.

Support to build your proposal before submission is provided by InnoEnergy.

Contact details are available on the website <https://investmentround.innoenergy.com/> under the tab “Contact Us”.





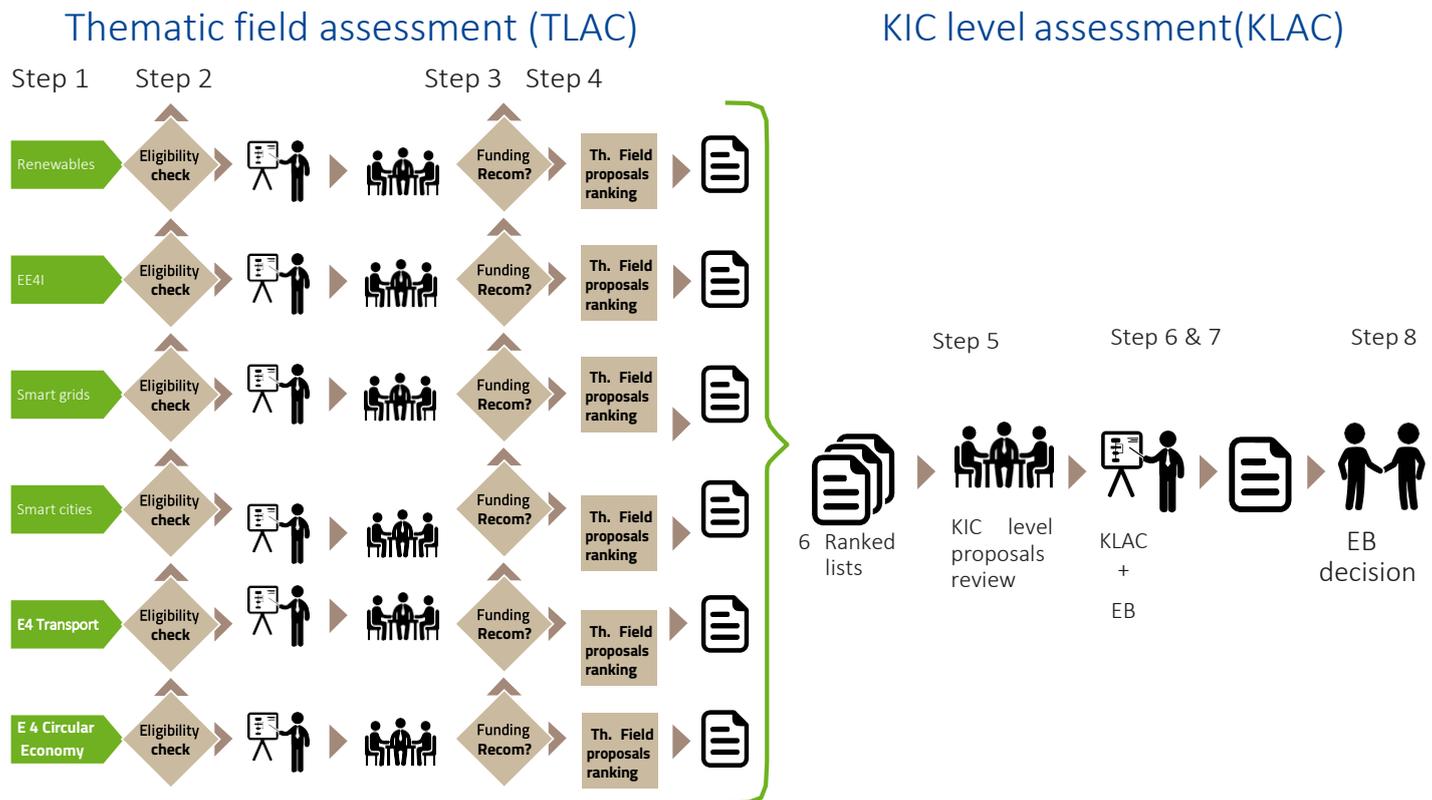
### 4.3. How to Submit a Proposal?

In order to submit a proposal, the following steps should be taken:

- 1) Inform the InnoEnergy local office manager or the corresponding thematic leader about your intention to submit a proposal well in advance. They should help in the process providing feedback, assisting to find relevant partners, clarifying doubts or answering questions.
- 2) Contact relevant partners for your project, inform them about the project and get them involved.
- 3) In order to find the right partnership, please follow the animation sessions organized by the different thematic fields, announced on the InnoEnergy website.
- 4) For making the proposal, local guidance sessions will be announced on the InnoEnergy Investment Round website <https://investmentround.innoenergy.com/> under the tab “Events”. Upon request, the InnoEnergy local offices can provide detailed information on how to prepare the proposal.
- 5) Please visit the Investment Round website in order to find and check all templates and supporting reference material describing what information is required for submitting proposal. You can find them under the tab called “documentation and timeline” (<https://investmentround.innoenergy.com/>)
- 6) Fill in the Registration Form available on our website: <https://investmentround.innoenergy.com/register>
- 7) Our local representative will contact you **via phone** and provide initial feedback on your project application. In case of a positive feedback you will receive a set of login credentials that will allow you access to the submission platform  
  
In case of constructive feedback, you will be offered tips to improve your project application and also be advised to postpone your immediate submission to a later date. However, if you wish apply now despite higher chances of rejection – please ask for your credentials;
- 8) Use the login credentials to log into the InnoEnergy Innovation Management system <https://kic.sopheon.net> and submit your application using the templates available on line;
- 9) According to the eligibility criteria, only proposals that are complete and submitted in time will be considered.
- 10) Distribute draft project proposal to other partners and agree upon the content of the proposal.
- 11) Submit your proposal at any moment, uploading the signed proposal with the required documentation on the submission portal.

## 5. Evaluation process and criteria

The evaluation process will occur in two levels as per the process depicted in Figure 3.



- a. Thematic Field Level Assessment Committee (TLAC): Each Thematic Field will appoint an assessment committee in charge of evaluating the proposals corresponding to its own theme (e.g., Thematic field Renewables committee will assess all proposals related to renewables, irrespective of the affiliation of the partners in the consortium).

The TLAC will check both admissibility and eligibility criteria and will rank the proposals according to the assessment criteria. Only those proposals selected by TLAC will be considered in the next assessment phase; the TLAC can reject a proposal if the ranking is too low.

- b. KIC Level Assessment Committee (KLAC) will perform an assessment of the proposals submitted by the TLAC by a committee composed by the thematic leaders as well as representatives from industry and academia. This group will review and rank all the eligible proposal evaluations performed at thematic level using the same assessment criteria. Upon presentation by the consortia, the KLAC will submit a ranked list to the KIC InnoEnergy SE Executive Board for final decision. Please note that during the KLAC review the project proposals positively evaluated by the TLAC can be rejected, even before the KLAC meeting takes place.

The final resolution together with comments and recommendations will be communicated to each proposal manager.



### 4.3. Evaluation Criteria

#### Selection Criteria

Proposals shall not be examined at Thematic Field level, if the following selection criteria are not fulfilled:

- 1) All the sections in the project proposal (see Annex 3) are completed: development plan, schedule, budget, etc.
- 2) The proposal is duly signed by a representative of each partner.

#### Eligibility Criteria

If one of these criteria is not fulfilled, the proposal will be rejected at the Thematic Field Level Assessment phase.

Criterion	Title	Weight	Ref. in proposal
E1	The goal of the project is to develop products or services to be sold on the market.	N/A	Sect. 2
E2	At least one company <b>commercializing the products or services developed in the project</b> must be involved in the project <b>from the beginning</b> . Any type of company ranging from newly created start-ups to large companies is accepted. In case the commercial vehicle is a newly created venture, this will have to enter the	N/A	Sect. 3&4
E3	At least one partner from a country of one InnoEnergy local offices must be involved in the project. At least one partner from another country must have a substantial role in the project.	N/A	Sect. 1
E4	The number of partners is minimum three (3) and maximum seven (7)	N/A	Sect. 1
E5	Topic falls within one of InnoEnergy 8 thematic fields	N/A	Sect. 3
E7	Proposal has maximum 24 pages (fonts from template)	N/A	N/A

<sup>1</sup> Written commitment from partners is required at proposal phase

## Assessment Criteria

Criterion	Title	Weight	Ref. in proposal
<b>A1</b>	<b>BUSINESS DEVELOPMENT</b>	<b>8.0</b>	
A1.1	Very Clear definition of product or service (problem statement, solution benchmark,...)	2.0	C 1.1, C 1.4a
A1.2	Feasibility of proposed solution for product or service	1.0	C 1.4b
A1.3	Innovativeness of proposed solution	1.0	C 1.4
A1.4	Business case opportunity assessment (market analysis, competitive analysis, value proposition for customers, ...)	3.0	C 1.2b, C 1.2c, C 1.3
A1.5	Soundness of IP analysis (background, freedom to operate, protections, etc.)	1.0	GenData Back-/Foreground IP
<b>A2</b>	<b>RISK ANALYSIS</b>	<b>4.0</b>	
A2.1	Availability of required knowledge in the consortium	2.0	GenData Description of project consortium
A2.2	Risks (technical, regulatory, market, consortium) identified and mitigation plan	2.0	GenData risk assessment
<b>A3</b>	<b>FINANCIAL VIABILITY</b>	<b>A3</b>	<b>FINANCIAL VIABILITY</b>
A3.1	Business case of the opportunity	A3.1	Business case of the opportunity
A3.2	Justification of requested KIC investment	A3.2	Justification of requested KIC investment
A3.3	Assessment of plan for KIC investment return	A3.3	Assessment of plan for KIC investment return
<b>A4</b>	<b>OPERATIONAL VIABILITY</b>	<b>4.0</b>	<b>A4</b>
A4.1	Soundness of project plan (milestones, deliverables, availability of resources, etc.)	2.0	Project schedule
A4.2	Soundness of consortium vs. value chain	1.0	B Value chain
A4.3	Quality of project management	1.0	CV Project manager

As a reference:

- 5 points: If the proposal includes strong links to InnoEnergy educational activities
- 3 points: If the proposal is linked only to other (non KIC) educational activities

<sup>5</sup> As a reference:

- 5 points: If the topic falls within the retained topics in roadmap v1
- 2 points: if the topic falls within the list of rejected topics in roadmap v1
- 0 points: otherwise

## 6. Project agreement

Upon favorable assessment of the project proposal, consortium partners and KIC InnoEnergy SE will sign the Innovation Project Agreement according to the template **Annex 6 ‘Innovation Project Agreement’**

Partners will constitute a Project Steering Board (PSB) who will appoint a project manager. The project manager will be the interface between InnoEnergy and the project consortium.

He/she will ensure that the project runs according to the plan and the requirements are duly fulfilled, in time, finance and quality.

The project manager will be also responsible for the required reporting as described in the Innovation Project Agreement.

For more information about the role of the project manager in EIT InnoEnergy innovation projects, see **Annex 7-Role of the Innovation-Project-Manager**.

## 7. Time schedule

*Investment Round is open at ALL TIMES*

**IR2019 Revised Documents Upload : 11 February 2019, 00:00**

- |  |   |
|--|---|
| <ul style="list-style-type: none"> <li>• <b>IR2019 - 1 Cut Off: 11 April, 23:59</b></li> <li>• Eligibility check + handover to TLAC members:<br/><b>11 – 16 April 2019</b></li> <li>• TLAC Review (including presentations):<br/>Week from <b>17 April – 10 May 2019</b></li> <li>• Handover to KLAC: <b>10 May 2019</b></li> <li>• KLAC meeting # 1: <b>23 May 2019</b></li> <li>• KLAC Presentations: <b>11 – 12 June 2019</b> in Amsterdam</li> <li>• KLAC --&gt; EB: 12 June 2019</li> <li>• EB Decision: 13 June 2019</li> <li>• <b>Communication of IR results : 17 June 2019</b></li> </ul> | <ul style="list-style-type: none"> <li>• <b>IR2019 – 2 Cut Off: 2 October 2019, 23:59</b></li> <li>• Eligibility + handover to TLAC members: <b>7 - 11 October 2019</b></li> <li>• TLAC Review (including presentations):<br/>Week from <b>14 October - 4 November 2019</b></li> <li>• Handover to KLAC: <b>5 November 2019</b></li> <li>• KLAC Review Deadline: <b>19 November 2019</b></li> <li>• KLAC meeting # 1: <b>21 November 2019</b></li> <li>• KLAC Presentations: <b>4 - 5 December 2019</b> in Amsterdam</li> <li>• KLAC --&gt; EB: 5 December 2019</li> <li>• EB Decision: 5 December 2019</li> <li>• <b>Communication of IR results: 9 December 2019</b></li> </ul> |
|--|---|



## 8. Glossary

### **KIC InnoEnergy (KIC) Activity**

The sum of KIC added value and complementary activities planned/implemented by a KIC.

### **KIC Added Value Activity (KAVA)**

KIC added value activities are activities carried out by the KIC InnoEnergy SE and/or KIC Partners, or by them in co-operation with other entities, which within the priority areas of the InnoEnergy, stimulate innovation. These activities include education, research and innovation and entrepreneurial programs as well as programs and projects contributing to the integration of the knowledge triangle within InnoEnergy.

### **KIC Complementary Activity (KCA)**

KIC activities other than KIC added-value activities, that are carried out by the KIC InnoEnergy SE and/or KIC Partners, or by them in cooperation with other entities, which primarily focus on KIC activities.

### **Objective**

Specific description of the intended concrete outputs of the InnoEnergy activity.

### **Milestone**

Scheduled event or point in time that indicates the completion of a major InnoEnergy activity. Milestones are identifiable, observable and serve as progress markers but there is no work or consumption of resources associated with them.

### **Gate**

Gates are the planned decisions for directing the project, planned in the WP project management.

### **Assets**

The concrete technology, product, service, method, design, concept, methodology, approach, etc. created by a KIC Added Value Activity (KAVA).

Examples: new products or processes, transformation of existing products, guidance material for new approaches and methodologies, test beds and experimental facilities, prototypes, patents, etc.

### **Tasks**

Which company has to do what in which sequence to come to the result of the Work Package

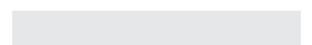
### **Deliverable**

Tangible document, medium, or other artefact encapsulating the quantifiable outputs (e.g. products, services) created by a KIC added value activity (KAVA) in pursuit of a specific objective and defined in the Business Plan for each specific activity.

Examples: comparative studies, market analysis reports, test reports, patent or other official knowledge documentation, technical drawings, Product or component CAD models, etc.

Please note that deliverables must be written in English; they will be handed over to InnoEnergy local offices in real time.

N.B.: Core InnoEnergy documents such as plans and reports that support InnoEnergy work are part of the InnoEnergy planning and monitoring process and should not be listed as deliverables of KIC added value activities.



## 9. List of related documents

(NB: only documents highlighted in blue are necessary for the submission)

Document Stage:		Investment round	Project Submission	Stage: Partner eligibility (*)	Stage: Execution	Stage: Project Kick-off (**)	Stage:	WPO
IR2019 GEN	IR general document			(reference doc)				
Annex 15	IR2019- Annex 15- General Guidelines			(reference doc)				
Annex 1 A-F	Technology roadmaps			(reference doc)				
Annex 2	Annex_2_InnoEnergy Innovation Ecosystem			(reference doc)				
Annex 6	Innovation Project Agreement				to be signed			
Annex 7	Role of the Innovation-Project-Manager							
Exhibit 1.1	Exhibit 1.1 - Project Plan to be submitted			To be submitted	to be signed		revisable	
Exhibit 1.2	Exhibit 1.2 - Project Schedule to be submitted			To be submitted	to be signed		revisable	
Exhibit 1.3	Exhibit 1.3 - Project Budget to be submitted			To be submitted	to be signed			revisable
Exhibit 2.1	Exhibit 2.1 - IP Background				to be signed			revisable
Exhibit 9.2	Exhibit 9.2 - Project Steering Board members				to be signed			revisable
Exhibit 10.2	Exhibit 10.2 – Fee Scheme (Former Annex 13)			To be submitted	to be signed		revisable	
	Framework Partnership Agreement 2016-2022			(reference doc)				
	Specific Agreement (SGA 2019)			(reference doc)				
	H2020 AMGA							

(\*) Eligibility is related to the partners, not to the project. Organizations which are already KIC Partners do not need to sign again. Each new organization will have to sign these documents; the date of signature of these documents triggers the eligibility of the costs incurred by each new partner.