Call Guidelines

Business Plan 2023 – 2025

Call 2025 for Education proposals

EIT Manufacturing
Paris | 2024

eitmanufacturing.eu

Index

Abbreviations

BP	Business Plan
IC	Impact Centre (previously known as CLC)
EC	European Commission
ESR	Evaluation Summary Report
EU	European Union
FSM	Financial Sustainability Mechanism
IER	Individual Evaluation Report
KIC	Knowledge and Innovation Community
KPIs	Key Performance Indicators
MGA	Model Grant Agreement
MT	Management Team
PMO	Programme Management Office
RIS	Regional Innovation Scheme
SO	Strategic Objectives

Keywords

Activity	Everything that EIT Manufacturing does is organised into Activities. Each Activity belongs to one Segment, and each Segment to one Area. Each Activity should contribute to the integration of the knowledge triangle of innovation, education, and business creation.
Activity Leader	The Activity Leader is the person nominated for each activity as the main contact point between the entities involved in the activity and EIT Manufacturing. This person is affiliated with the Lead Partner of the activity. The Activity Leader can nominate or revoke an unlimited number of contacts from the entities involved in the activity.
Area	EIT defines several areas in which it operates: Education; Innovation and Research; Entrepreneurship; Communication, Dissemination, and Outreach; Regional Innovation Scheme; and Management and Coordination.
Business Plan	The document specifies the detailed plan of EIT Manufacturing for the upcoming years. Based on the draft Business Plan submitted in September (and some other criteria) EIT decides on the budget available to EIT Manufacturing in the following years. The Business Plan will then be adjusted to match the assigned budget and forms the basis for the internal activity agreements of EIT Manufacturing with its partners.
Services Agreement	Previously "Financial Sustainability[1] Agreement". The Agreement which is signed with the aim of contributing to the Financial Sustainability of the KIC EIT Manufacturing and its community.
Call for Proposals	The call is the instrument used to allocate grant funding by EIT Manufacturing to consortia of organisations, individuals, or third parties to support the deployment and development of the Strategic Agenda through activities. EIT Manufacturing uses two types of calls: (1) general call aligned with the corresponding Business Plan (BP). This type of call involves the different Thematic Areas of EIT Manufacturing (before the year of BP implementation), and (2) ad-hoc call, normally involving only one Thematic Area, which aims to complete or balance the portfolio outlined in the respective BP, through the allocation of the non-committed budget of the BP or the allocation of additional funding

[1] Regulation (EU) 2021/819 of the European Parliament and of the Council of 20 May 2021 on the European Institute of Innovation and Technology (recast), Article 2 Definitions p. 16: 'financial sustainability' means a capacity of a KIC to finance its knowledge triangle activities independently of contributions from the EIT.

	not initially included in the respective BP (during the year of the BP implementation).
Call Guidelines	Document where any call for proposals' terms, conditions, and criteria are defined and stated according to the principles of transparency, equal treatment, open competition, and sound procedural management.
Call Report	Document summarising the results of the call and its most important outputs, including the ranking list.
Deliverable	Deliverables are documents encapsulating the outputs (e.g., building blocks of the proposal information or data mapping, a design report, a technical diagram, an infrastructure or component list, or a software release upon which the product/solution or service depends) that must be produced during the activity lifecycle.
EIT Manufacturing partner	A member of the EIT Manufacturing Association (Core or Associate Partner under the Article of Association conditions)
Evaluation Process	The process by which EIT Manufacturing examines the quality of a proposal to decide if it should receive EIT funding.
Evaluation Panel	Group of normally 3 evaluators + 1 rapporteur with specific expertise in a specific area/segment of the call, aiming to evaluate a set of eligible proposals submitted to a call.
Evaluation results list	List of proposals in order of scoring, based on the evaluation process results.
Evaluation Summary Report	Following the completion of the evaluation process, a final Evaluation Summary Report is made for each proposal, summarising the proposal's strengths, weaknesses, risks, and commercial and social value. It is an expert deliverable drafted by the rapporteur and presents the consensus on a specific proposal.
Impact Centre	Impact Centre/affiliate of EIT Manufacturing
Individual Evaluation Report	Applications to the calls are assessed individually by external expert evaluators according to the terms and criteria stated in the call for proposals text. Each evaluator issues individual reports for each eligible application.
Key Marketable Innovation	Key Marketable Innovation (KMI) is an innovative concept, product, or solution that has been identified and prioritised due to its high potential to be commercializsed and generate revenue in the marketplace. KMIs typically offer unique features or benefits that differentiate them from existing solutions and address unmet needs or opportunities in the market. KMIs are innovations that

	have a high potential for commercialization, as they offer a valuable solution or improvement to a market need and can generate significant economic value for the organisation that develops and markets them.
Key performance indicators (KPIs)	Set of indicators used to measure how effectively a consortium is meeting the objectives. There are 2 sets of KPIs: the EIT Core KPIs defined by the EIT that reflect the EIT operational objectives for education, entrepreneurship, and innovation, and the KIC specific KPIs defined by EIT Manufacturing that reflect the societal challenge that the KIC is addressing. KPIs need to be reported.
KIC	"Knowledge and Innovation Community" – EIT Manufacturing is one of the 9 KICs that operate under the regulations of EIT.
Milestone	Control points to chart progress. They may correspond to the completion of a key deliverable that allows the next phase of work to begin.
Model Grant Agreement	Model Grant Agreement is used in the Horizon Europe programme financed by the European Commission.
Panel consensus meeting	All the written external evaluations are discussed in a consensus meeting where the points of scoring, convergence, and divergence are discussed and debated. The evaluation panel reviews all the individual evaluations made on submitted proposals and reaches a consensus about their scoring and ranking. The results of the panel consensus meeting are set out in the minutes and the call report.
Pillar	Used as a synonym for Area
Ranking list	Ranking of proposals selected for funding by the EIT Manufacturing Management Team.
Rapporteur	Member of the evaluation panel who facilitates the discussion during the consensus meeting by synthesising the individual evaluations of the panel experts and writing the minutes and the evaluation summary report including the evaluation results for each proposal as per the conclusions of the panel.

1. Call summary

Disclaimer: The information given in this document is subject to revision, according to new potential rules or requirements provided by EIT and/or by the EC

Call for Proposals main Features	
Dates[2]	***Call publication:*** 22 April 2024 ***Call opening:*** 29 April 2024 at 10:00 CEST ***Call closing:*** 8 July 2024 at 17:00 CEST. ***Eligibility and admissibility check:*** July 2024 ***Evaluation of proposals:*** July- October 2024 ***Hearings:*** October 2024 ***Communication of results:*** October 2024 ***Stand-still period:*** October- November 2024 ***Start date of the projects:*** January 2025
Introduction	The education call main objective is the upskilling and reskilling of the European manufacturing workforce. It is composed of two topics: Sustainable manufacturing for the future and, Digital innovation in manufacturing. The main outcome of the funded activities will be full learning programmes to support the development of skills on the identified topics
Duration of the projects	12 months
The total budget allocated to this call	2.100.000 EUR
Links to the submission tool	• New Organization? – register here • New person?[3] - register here • Already registered? Log in to the submission system • Link to support form
List of documents to be submitted	• Application form to be completed on the submission tool. • Declaration of Honour to be duly signed by each member of the consortium • Business Owner Deck

[2] 1 Please note that this calendar is indicative. Dates might be subject to slight changes.

[3] It applies to new persons of already registered organizations

	• Instructional Designer Deck
List of documents to take into consideration	• Horizon Europe Model Grant Agreement • EIT Manufacturing Strategic Agenda • Appeal and redress procedure • Eligibility of expenditures • List of KPIs • Financial Support Agreement, including annexes • Activities Monitoring Process Guidelines • Sub-criteria expected information and evidence • Digital Content Agreement • Annex A – Basic Concepts Education • Annex B – EIT Manufacturing Upskilling and Reskilling Quality System and Competency Model – Manual • EIT Non-Degree Label Handbook
Evaluation criteria	*Evaluation criteria assessed by the independent experts*: • Excellence • Impact • Quality and efficiency of the implementation • Strategic fit • European dimension

2. General conditions

Proposals submitted to this Call must support EIT Manufacturing mission and directly contribute to tackling our strategic objectives. Proposals need to demonstrate how the proposal will actively contribute to the Strategic Agenda 2021-2027.

2.1 EIT Manufacturing mission and strategic objectives

Mission

EIT Manufacturing will put Europe at the centre of a global revolution and boost manufacturing innovation in Europe by connecting people with skills, technologies with markets, and innovators with investors. Technological progress is now exponential, and it is changing the industrial, social and competitive landscape faster than ever before. The aim of EIT Manufacturing is not only to adapt to this revolution but to lead it. To do so, EIT Manufacturing needs to overcome value network fragmentation and bring stakeholders together, leverage knowledge and strengths to create value, and implement agile mechanisms to accelerate innovation. With the needs, concerns, and ideas of the economy and society at its core, the mission of EIT Manufacturing is to empower its partners and stakeholders to fundamentally transform the manufacturing system and meet the global demands of present and future generations.

Strategic objectives

EIT Manufacturing strategic objectives (SOs), as set out in the Strategic Agenda 2021-2027, steer our activities and ambitions, and will help respond to major challenges shared by the manufacturing industry and society.

- Put people at the centre of manufacturing.
- Accelerate green manufacturing.
- Foster sovereignty and competitiveness.

2.2 Knowledge triangle integration

EIT Manufacturing aims to promote solid consortia of European education, research, and business entities (the 3 sides of the Knowledge Triangle), either in the composition of the activities consortia or in the expected impact of the activities' results.

2.3 EIT Manufacturing membership

EIT Manufacturing is a KIC[4] of the European Institute of Innovation & Technology (EIT). All entities of selected proposals need to be part of the KIC EIT Manufacturing community and will have to choose one of the following partnership models (and related annual fee) before signing the relevant agreements (See section 5.6) and initiating their projects:

Core partner (voting right, privileged access to services, representatives in the KIC governance)

- Large enterprises, research institutes, and universities 50,000 EUR
- Mid-sized companies (<2,000 FTE) 30,000 EUR
- SME (<250 FTE, turnover <50M EUR or balance sheet <43M EUR) 15,000 EUR

Associated partner (no voting right, restricted access to services)

- Large enterprises, research institutes, and universities 35,000 EUR
- Mid-sized companies (<2,000 FTE) 20,000 EUR
- SME (<250 FTE, turnover <50M EUR or balance sheet <43M EUR) 10,000 EUR

Both Core and Associate Partners are membership categories of the EIT Manufacturing Association. Consequently, they are required to pay annual membership fees as determined by the EIT Manufacturing Partner Assembly. Membership fees are due every year irrespectively of whether a Partner receives funding for the relevant year. For the avoidance of any doubt, as an example, an entity which has zero funding but is participating in a funded project will still have to pay membership fees.

More information on the partnership models is available on the website[5].

Please note that the total maximum EIT funding per year for all entities participating in the 2025 Calls is 1,500,000 EUR.

Under Horizon Europe, **Linked Third Parties/affiliated entities**[6] are eligible to participate in the proposal activities.

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[4] Regulation (EU) 2021/819 of the European Parliament and of the Council of 20 May 2021 on the European Institute of Innovation and Technology (recast), Article 2 Definitions p. 2: A large-scale Institutionalised European Partnership, as referred to in Regulation (EU) 2021/695, of higher education institutions, research organisations, companies and other stakeholders in the innovation process in the form of a strategic network, regardless of its legal form, based on joint mid- to long-term innovation planning to meet the EIT challenges and contribute to attaining the objectives established under Regulation (EU) 2021/695

[5] https://www.eitmanufacturing.eu/partners/partnership-models/

[6] Linked Third Parties, called Affiliated Entities under Horizon Europe, are etiher:

- entities that together legally conform to the sole beneficiary (i.e. partner). Ex: Entities A and B form entity C. All three entities (A, B and C) are Affiliated Entities
- or eligible entities that have a legal or capital link to the beneficiary that is neither limited to the action nor established for the sole purpose of its implementation.

At most, the following number of Linked Third Parties/affiliated entities of a Core Partner may receive funding per year through the 2025 Calls:

- Partners being large enterprises, research institutes and universities: 5
- Partners being mid-sized companies: 2
- Partners being SMEs: 1

If an affiliated entity is involved in a proposal, it means that:

- the affiliated entity carrying out the work shall be included in the proposal as a participant (not the Core Partner)
- according to the Financial Support Agreement, the Core Partner receives the EIT funding for the work to be carried out by the affiliated entity then disburses the appropriate amounts to the affiliated entity based on their internal agreements. The core partner is responsible for ensuring that the funds are used for the purposes outlined in the proposal and in accordance with the Financial Support Agreement.

Please take this into account when creating the proposals.

2.4 Gender equality and inclusiveness

As per Horizon Europe Regulation, legal entities from Member States and Associated Countries **that are public bodies and public or private research organisations or higher education establishments must have a gender equality plan,** covering the following minimum process-related requirements:

- publication: a formal document published on the institution's website and signed by the top management.
- dedicated resources: commitment of resources and expertise in gender equality to implement the plan.
- data collection and monitoring: sex/gender-disaggregated data on personnel (and students, for the establishments concerned) and annual reporting based on indicators.
- training: awareness-raising/training on gender equality and unconscious gender biases for staff and decision-makers.

Content-wise, it is recommended that the gender equality plan addresses the following areas, using concrete measures and targets:

- work-life balance and organisational culture.
- gender balance in leadership and decision-making.
- gender equality in recruitment and career progression.
- integration of the gender dimension into research and teaching content.

- measures against gender-based violence, including sexual harassment.

A self-declaration will be requested at the proposal stage and the gender equality document will be requested if the activity is funded. If all the above-mentioned mandatory requirements are met through another strategic document, such as a development plan or an inclusion or diversity strategy, it can be considered equivalent. This requirement does not apply to other categories of legal entities, such as private for-profit organisations, including SMEs, non-governmental, or civil society organisations.

Applicants must also take all measures to promote equal opportunities between men and women in implementing the proposal and, where applicable, in line with their gender equality plan. They must aim to achieve, to the possible extent, a gender balance at all levels of personnel assigned to the proposal, including at the supervisory and managerial levels.

2.5 EU taxonomy for sustainable activities

Proposals are expected to comply with the 'do no significant harm' principle as per Article 17 of Regulation (EU) No 2020/852 on the establishment of a framework to facilitate sustainable investment (i.e. so-called EU Taxonomy Regulation[7]).

2.6 Ethics

For all activities co-funded by the EU, the ethical dimension is an integral part of the work from beginning to end, and ethical compliance is seen as pivotal to achieving real excellence. When preparing a proposal, it is required to read through the EU Ethics Self-assessment guide to check the compliance of your activities.

In case ethical issues concern your proposal, you shall describe how you will address them.

2.7 Open science

Open science practices could be implemented as an integral part of the proposal. According to the Horizon Europe Programme Guide, Open science is an approach based on open cooperative work and systematic sharing of knowledge and tools as early and widely as possible in the process. Your proposal could be contributing to the social sciences or/and the humanities dimension of EIT Manufacturing. If you believe this dimension, as described in the Horizon Europe Programme Guide, is appropriate for your proposal please acknowledge it in the submission phase.

[7] https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=celex:32020R0852

3. Call specific conditions

3.1 Call thematic and expected results

Topic 1: Sustainable Manufacturing for the Future

Purpose

The purpose of this topic is to empower the European manufacturing sector to lead in global sustainability practices, fostering a transformative shift towards green, circular, and net-zero manufacturing. By addressing crucial skill gaps across renewable energy, Net Zero Industries, and Circular Economy, it is meant to improve the industry's environmental stewardship while ensuring its long-term competitiveness and alignment with the European Green Deal. Through the development of skills enabling the adoption and optimisation of renewable energy technologies, digital sustainability solutions, and advanced manufacturing techniques, EIT Manufacturing seeks to cultivate a workforce capable of not only implementing green technologies but also leading innovation and entrepreneurship efforts to drive systemic change.

Topic description

Proposals within this thematic area should concentrate on empowering the manufacturing workforce with the requisite skills and proficiencies essential for steering the shift towards environmentally responsible manufacturing practices.
The proposals under this topic are expected to cover skills and competencies in the following areas:

Renewable Energy Integration: Proposals should focus on equipping the manufacturing workforce with skills tailored towards integrating renewable energy sources into manufacturing operations, encompassing solar, wind, and bioenergy solutions. This includes addressing knowledge and skill gaps in operating, maintaining, and adopting renewable energy technologies within manufacturing facilities, and enhancing awareness and comprehension of renewable energy and its associated technologies. Specific emphasis could be placed on integrating renewable energy sources to optimise energy efficiency and reduce reliance on non-renewable resources.
It is highly recommended that proposals under this area focus on the following target groups:

- Production Line Workers and Technicians: Training on renewable energy technologies (e.g., solar panel assembly, wind turbine production, or battery manufacturing techniques) to enhance their skills and adaptability to green technologies.

- Decision makers (Corporate Strategy and Managers), Training in renewable energy market trends, regulatory environments, and funding opportunities (such as EU grants for green technologies) to empower them to make informed decisions about investing in renewable technologies or pivoting company strategies towards sustainability.

Circular Economy Implementation: Proposals should focus on competencies for designing and managing production processes for resource efficiency, waste reduction and circular flow of materials. Moreover, proposals can target circular economy principles, along with practical guidance for implementation in manufacturing. Learning programmes aiming at developing skills for auditing for sustainability and digital maturity within manufacturing are also relevant within this area.

It is highly recommended that proposals under this area focus on the following target groups:

- Business and Product Leaders: Training in the development of robust circular economy strategies, including comprehensive skills for sustainability auditing, digital maturity and resource management
- Product Developers and engineers: Training in circular economy practices, life cycle thinking, sustainable materials, and emerging technologies. that contribute to the CE.
- Manufacturing professionals: Training in basic skills and principles of circular economy to bridge existing awareness gaps and integrate these concepts into product development and manufacturing processes.

Net-Zero Strategies: Proposals should focus on skills and competencies that are needed for developing net-zero strategies in manufacturing, focusing on carbon footprint reduction and sustainable resource use. This includes proficiency in optimisation techniques, digitalization, and data analytics monitoring. Competencies necessary for utilising and applying methodologies and tools for assessing and reducing CO2eq emissions, such as Life Cycle Assessment (LCA) and Product Carbon Footprint (PCF) are valuable for assessing and reducing emissions. Learning programs could leverage AI and data science skills for environmental sustainability and efficiency.

It is highly recommended that proposals under this area focus on the following target groups:

- Corporate Strategy and Sustainability Officers: comprehensive training in net-zero strategies, environmental regulations, and tools such as Life Cycle Assessment (LCA) and Product Carbon Footprint (PCF) to effectively guide the company's transition towards sustainability.

- Operations Managers and Process Engineers: Training in optimization techniques, sustainable resource use, digitalization, and data analytics for improving environmental performance.
- IT and Data Science Professionals: Training in specific AI tools and data analytics techniques for environmental monitoring and sustainability assessments.

Each learning program should incorporate innovation and entrepreneurship competencies, empowering participants to identify opportunities for sustainable improvements, develop new business models around renewable technologies and circular economy, and lead projects that drive systemic change towards greener manufacturing practices. Moreover, the programmes should encourage participants to think creatively and critically about sustainability challenges, fostering a culture of innovation within manufacturing organisations.

Entrepreneurial skills such as business model development, market analysis, and strategic planning should be integrated into training programs to equip participants with the tools and mindset necessary to drive sustainable innovation and business growth.

Expected outcomes & impacts

Proposals under this topic should demonstrate that the activity will contribute to the following expected outcomes:

- Increase proficiency in life cycle assessment and lean production skills for CO2 neutral manufacturing.
- Development of a holistic sustainability view of product design principles, production lines, and the use of sustainable materials. Including a perspective on upstream and downstream emissions (scope 1,2,3) throughout the product lifecycle and the supply chain.
- Correct application and use of sustainability methodologies to apply existing standards and best practices for the manufacturing industry for compliance with EC/national/regional regulations and directives.
- Adoption of data-driven approaches for sustainability, equipping the workforce with the tools to make informed decisions that support environmental performance.

Proposals under this topic should set out a credible pathway for the activity to contribute to one or more of the following expected impacts:

- Accelerated transition of the European manufacturing sector towards sustainable, circular, and net-zero practices, significantly reducing environmental impact.
- Development of a skilled workforce capable of driving and sustaining change towards a more sustainable manufacturing future.
- Fostering an innovation ecosystem within the manufacturing sector, actively pursuing breakthroughs in sustainable practices, materials, and energy use, contributing to the development of a sustainable circular economy.

Topic 2: Digital Innovation in Manufacturing

Purpose

This topic aims to empower the manufacturing workforce with the skills and knowledge necessary to harness the power of digital innovation, particularly through the applications of AI, data analytics, and the industrial metaverse. In the face of rapid technological evolution and the increasing importance of digitalization for competitive advantage, this topic aims at closing the existing skills gap in digital technologies that are pivotal for the future of manufacturing. By doing so, EIT Manufacturing aspires to not only advance the digital transformation of the European manufacturing sector but also to cultivate a culture of innovation and entrepreneurship. The ultimate goal is to prepare a forward-thinking, digitally literate workforce capable of driving and sustaining the digital innovation that will keep Europe at the forefront of global manufacturing.

Topic description

Proposals within this thematic area should concentrate on equipping the manufacturing workforce with the digital skills necessary to navigate and lead in the era of digitalization.

The proposals under this topic are expected to cover skills and competencies in the following areas:

Industrial Metaverse Implementation: Proposals should focus on strengthening the manufacturing workforce skills and competencies linked to the adoption of immersive solutions, such as XR technologies and digital twins. This involves developing proficiency in augmented reality (AR), virtual reality (VR), and digital twins to improve safety, efficiency, and collaboration within manufacturing operations. Specific emphasis could be placed on breaking down resistance to novel technologies relevant to the industrial metaverse through targeted awareness programs. The proposals should consider developing skills for industrial modelling, digital twins, and advanced

simulation, fostering accessibility through approaches like low-code/no-code development methodologies.
It is highly recommended that proposals under this area focus on the following target groups:

- IT and Technology Development Staff: Training in advanced simulation techniques, low-code/no-code development methodologies, and immersive technology.
- Operations Managers and Process Engineers: Training in practical applications of AR, VR, and digital twin technologies for process optimization.

AI and Data Analytics in Manufacturing: Proposals should focus on equipping the manufacturing workforce with skills and competencies in Machine Learning (ML) and Reinforcement Learning (RL), emphasising principles, algorithms, and applications across various domains. Special attention is given to utilising ML techniques for data analysis, predictive modelling, and problem-solving in real-world manufacturing scenarios. Data analytics capabilities include AI applications for predictive maintenance, quality control, and supply chain optimisation, aiding informed decision-making and operational efficiency. Additionally, learning programs can focus on digital integration skills, incorporating AI, machine learning, and digital twins into manufacturing ecosystems. Advanced training may cover predictive analytics, operational optimization, and data-driven decision-making. Ethical considerations and cybersecurity practices should be also taken into consideration.
It is highly recommended that proposals under this area focus on the following target groups:

- Shopfloor workers: Shop floor workers: Training in fundamental AI and data analytics concepts, including machine learning algorithms and data visualization techniques, as well as practical skills in utilizing AI-powered tools for process optimization and predictive maintenance.
- Mid-Level Managers: Intermediate training emphasizing data analytics, system design, and decision-making processes based on digital twin insights.
- Decision Makers and executives: Basic to intermediate knowledge on how data analytics can inform strategic decisions, with a focus on understanding key data insights and their implications.
- Engineers: Intermediate to advanced training in simulation, modelling, system architecture, and problem-solving using ML and RL. Advanced training in statistical modelling, machine learning, and big data technologies.

Learners should be encouraged to think creatively about the application of these digital technologies, identifying new business opportunities and models that can arise from their implementation. The learning programmes should be designed to foster critical thinking, problem-solving, and innovative application of digital technologies, preparing participants to lead digital transformation initiatives within their

organisations. By promoting a deep understanding of the potential of digital innovation, this topic aims to empower the manufacturing sector to achieve significant gains in productivity, sustainability, and competitiveness.

Expected outcomes & impacts

Proposals under this topic should demonstrate that the activity will contribute to the following expected outcomes:

- Improve operational efficiency facilitated by advanced digital technology competencies, optimizing resource planning and business processes.
- Increase capacity for strategic planning and implementation of digital innovations such as Artificial Intelligence
- Enhance operational optimisation, potential cost savings, and improvements in product quality through data-driven decision-making.
- Promote and foster high-value jobs centred on data analysis, decision-making, system design and continuous improvement.
- Support the creation of a digitally savvy workforce capable of driving entrepreneurial ventures and innovation within the manufacturing industry.

Proposals under this topic should set out a credible pathway for the activity to contribute to one or more of the following expected impacts:

- Accelerated digital adoption across the manufacturing sector, enhancing competitiveness through improved efficiency and innovation.
- Establishment of a robust digital culture within the manufacturing sector, where continuous innovation, adaptability, and entrepreneurial thinking are the norm.
- Long-term industry transformation, with manufacturers developing new business models and revenue streams based on digital technologies.

3.2 Learning Program Requirements

This call aims to provide support to consortia in developing and implementing new lifelong learning programs designed to enhance upskilling and reskilling within the manufacturing industry, with a specific focus on the themes outlined in Chapter 3.1. This chapter details the prerequisites for these learning programs.

Learning programmes

The primary focus should be on crafting and delivering dynamic learning experiences tailored to cultivate targeted skill sets. Various teaching and learning methodologies may be employed based on the specific needs of the target audience and the subject matter. The rationale behind the chosen training methods must be thoroughly justified in the proposal submission.

Each consortium will be required to develop modular learning programmes that can be adapted to the needs of the learners and companies. However, depending on the target group and typology of training the following minimum requirements should be taken into account:

Fully asynchronous training (digital training) - targeting engineers, managers, decision makers and executives:

- Minimum Hours of Training: 14 hours of trainings
- Total Duration: Asynchronous courses should be flexible but should be designed to be completed within 4 to 12 weeks to maintain learner engagement.
- Module[8] Duration: In case of digital learning, the modules are comparable to learning paths (see annex A). Each module should not exceed 2 hours while the individual units (nuggets) inside of it should not exceed a duration of 15 minutes. If a topic requires more time, it should be broken down into smaller, manageable segments.

Fully synchronous training (on-site or virtual training) – targeting engineers, managers, decision makers and executives:

- Minimum Hours of Training: 16 hours of synchronous training.
- Module Duration: Each module should not exceed 2 hours. If a topic requires more time, it should be broken down into smaller, manageable segments. Modularity should enable the reorganization and selection of the modules according to the specific company or target group needs.

Fully synchronous training (on-site) – targeting production line and shop floor workers:

- Minimum Hours of Training: 10 hours, focused on hands-on, practical training that can be immediately applicable on the shop floor.
- Module Duration: Each module should not exceed 2 hours. If a topic requires more time, it should be broken down into smaller, manageable segments. Modularity should enable the reorganization and selection of the modules according to the specific company or target group needs. It is recommended that daily duration doesn't exceed 4 hours per day.

Fully synchronous training (on-site) – targeting SMEs:

- Minimum Hours of training: 8 hours, focused on hands-on, practical training that can be immediately applicable on the shop floor.
- Total Duration: short and intensive courses that can be completed in 1-2 days.

[8] Modules are not to be confused with the learning nuggets.

- Module Duration: Each module should not exceed 2 hours. If a topic requires more time, it should be broken down into smaller, manageable segments. Modularity should enable the reorganization and selection of the modules according to the specific company or target group needs.

Hybrid training (combination of asynchronous and synchronous training) - targeting engineers, managers, decision makers and executives:

- Minimum Hours of Training: 10 hours of asynchronous training and 8 hours of synchronous instruction.
- Module Duration: Each module should not exceed 2 hours. If a topic requires more time, it should be broken down into smaller, manageable segments. Modularity should enable the reorganization and selection of the modules according to the specific company or target group needs.

Target group

The intended audience for this call is the European manufacturing workforce, spanning from shop floor workers to C-level executives.

However, it is imperative that each proposal distinctly identifies a specific target group within this spectrum. Proposals should demonstrate that that the learning program will effectively meet the unique upskilling and reskilling needs of the chosen demographic, while also addressing any potential barriers to their learning.

Methodologies

Innovative teaching and learning approaches, such as digital learning, immersive experiences, simulations, case studies, challenge-based learning, seminars, and gamification, should be embraced. Practical application and project-based learning should be prioritised to furnish participants with hands-on experience in applying acquired skills and competencies within real-world manufacturing settings.

EIT Manufacturing non-Degree Label Programme

The resultant learning programs must align with the standards outlined in the EIT Manufacturing Upskilling and Reskilling Quality System and Competency Model, as detailed in the Manual (Annex B), adhering to the EIT Label Handbook. A coherent set of courses or modules should be formulated to qualify for inclusion in the EITM Non-Degree Label Programme, thereby achieving the associated KPIs: EITHE07.1 and EITHE07.2.

In line with the EITM non-degree label, the learning program should seamlessly integrate innovation and entrepreneurial competencies, correlating them with relevant enabling technologies, manufacturing applications, and potentially, business models.

All learning programs will undergo quality checks by EIT Manufacturing to ensure excellence and high standards.

Requirements:

The learning programs should adopt a pan-European approach, with English being the preferred language. However, for local sessions, training can be conducted in the local language. Digital learning content must be initially developed in English, although translating the content into multiple languages will be viewed favourably. Utilizing available AI technologies for translation is encouraged, but it's consortium partners must ensure the quality of translations. It should be noted that translated content will not be considered for KPI purposes (specifically KIC.G03 Number of nuggets created and KIC.G05 Number of learning paths created)

Results must not be subject to non-commercial licenses such as those modified under Creative Commons License CC BY-NC, CC BY-NC-SA. Additionally, accessibility of software and hardware for learning purposes should be prioritised through open-access options or affordable pricing.

Moreover, proposals must:

- Clearly define target groups, entry-level competencies, learning outcomes, and methods for assessing acquired competencies.
- Demonstrate how novel teaching, learning, and upskilling methodologies contribute to the current state of the field, supported by market analysis.
- Outline plans for program delivery and collection of learner feedback through EITM surveys.
- Ensure widespread dissemination and scale-up of the training beyond the pilot phase, with courses designed to be transferable and adaptable for potential commercialisation.
- If digital training is being developed, ensure that the content will be both created and distributed on the EITM digital learning platform, adhering to EIT Manufacturing's guidelines for digital learning creation. It is advisable to design the digital training so that it can be easily consumed as a stand-alone resource.
- If relevant, commit to and accept the signing of the Digital Content Agreement.
- Engage an instructional designer (ID) throughout the training material development, with their profile and track record clearly outlined in the submission form (see “Instructional Designer Deck”).

- Include dissemination and communication materials (logo, flyer, factsheet, and video footage) as outputs.

3.3 Duration

This call is open to proposals with **12 months** duration.
The business owner's involvement and effort in the definition and execution of the commercialisation plan, and the instruction designer and effort in the development of the learning content, which are expected to start from activity kick-off, should be described in the workplan.

3.4 Applicants profile

Entities eligible to participate[9]

Any legal entity, regardless of its place of establishment, including legal entities from non-associated third countries or international organisations is eligible to participate (whether it is eligible for funding or not), provided that the conditions laid down in the Horizon Europe Regulation[10] have been met, along with any other conditions laid down in the specific call topic.
A 'legal entity' means any legal person created and recognised as such under national law, EU law, or international law, which has legal personality, and which may, acting in its name, exercise rights and be subject to obligations.

Entities eligible for funding

To be eligible for funding, applicants must be established in one of the following countries at the time of proposal submission:

- the Member States of the European Union, including their outermost regions:

  Austria, Belgium, Bulgaria, Croatia, Cyprus, Czechia, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden.

- the Overseas Countries and Territories (OCTs) linked to the Member States.

[9] Based on the Council Implementing Decision (EU) 2022/2506) on measures for the protection of the Union budget against breaches of the principles of the rule of law in Hungary, effective as of 16th December *2022, **no legal commitments shall be entered into with any public interest trust established on the basis of the Hungarian Act IX of 2021 or any entity maintained by such a public interest trust*.

[10] Regulation (EU) 2021/695 of the European Parliament and of the Council of 28 April 2021 establishing Horizon Europe (OJ L 170 , 12.5.2021, p. 1)

– the countries associated with Horizon Europe and the low- and middle-income countries[11].

Entities established in Switzerland are eligible to participate but at their own cost. Although they won't receive EIT funding, Swiss entities, including companies and SMEs, may receive funding from Swiss authorities. Please refer to the information available here for details.

While all EIT Manufacturing partners are eligible to apply for funding, applicants do not need to be EIT Manufacturing partners at the submission stage. Successful applicants will be required to join the community and select a membership category from Chapter 2.4 when initiating their projects.

Consortium composition

Only legal entities forming a consortium are eligible to participate. The consortium must include at least 3 legal entities independent from each other[12] established in countries covered by at least two different EIT Manufacturing ICs[13].

The participants in each consortium must cover, at least, the following roles:

- **Lead Partner.** The organisation in charge of coordinating the consortium through the Activity Leader. The Activity Leader will be the direct contact for EIT Manufacturing and is responsible for the coordination of the consortium, including the implementation of the workplan, the execution of the budget, the submission of the deliverables, the risk management and mitigation and the impact achievements of the overall activity. The role of Activity Leader is open to any entity participating in the call for proposals.
- **Manufacturing Company.** At least 1 manufacturing company that will not only consume the learning programmes but support in definition and identification of the skills' development needs. The involvement of SMEs is highly encouraged.
- **Business Owner.** The organisation responsible for the commercialisation of the learning programmes resulting from the project established as a Legal Entity in a Member State or Horizon Europe Associated Country. The Business Owner serves as the main contact for EIT Manufacturing and the consortium for the Service Agreement and is responsible for the commercialisation plan and its execution. A suitable Business Owner is a for-profit organisation, with a track record in building marketing and commercialisation strategies for

[11] See the Horizon Europe List of Participating Countries on the Portal for an up-to-date list of these countries https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/guidance/list-3rd-country-participation_horizon-euratom_en.pdf

[13] https://www.eitmanufacturing.eu/in-your-country/

educational products. They should possess in-depth knowledge of the target market, including its competitor and entry barriers, and most importantly a proven track record of sales and customers in the target group sector identified by the consortium. If the learning programmes are to be delivered locally, it is possible to have more than one Business Owner involved. However, all Business Owners must meet the aforementioned requirements. All these elements should be clearly described in the proposal (see "Business Owner deck" template).

Additional roles, in particular to foster knowledge triangle integration, are considered a plus.

3.5 Key Performance Indicators (KPIs)

Every proposal must contribute the following KPIs according to the minimum target indicated below. Proposing a higher target than the minimum required but still credible and justified, will be positively evaluated.

Please, note that once the KPI value is submitted it will not be possible to amend it (only an increase of the value is possible); it will remain as is for the target to be achieved by the end of the activity.

KPI	Short title	Minimum Target
EITHE08.1	Participants in non-labelled education and training	200
EITHE08.2-EITRIS	Number of EIT RIS Participants in (non-degree) education and training	30% of EITHE08.1
EITHE07.1	Number of graduates and participants from EIT-labelled programmes	50
EITHE07.2-EITRIS	Number of EIT RIS graduates and participants from EIT-labelled programmes	30% of EITHE07.1

Please note that EIT RIS KPIs are not supplementary KPIs and only reflect the RIS aspect of the core KPIs.

The consortium must commit and ensure that at least 20% of the learners participating in the learning program are women.

Additionally, every proposal could contribute to one or more KPIs listed below. Proposals contributing to these KPIs will be positively evaluated.

KIC	Short title of KPI
KIC.G03	Number of digital nuggets created
KIC.G04	Number of digital nuggets consumed
KIC.G05	Number of learning paths created
KIC.E01	Number of badges issued to document and testify the achievement of a learning outcome

Please note that proposals must not include any other KPIs than the ones listed in this chapter

3.6 Dissemination, communication, and exploitation

Applicants must engage in dissemination, communication and exploitation of the results of the activities. Applicants need to respect the provisions of Article 16 regarding the Intellectual Property Rights (IPR) — Background And Results — Access Rights And Rights and Article 17 regarding Communication, dissemination and visibility rules of the (Model) Grant Agreement[14] including branding guidelines and obligations. Communication activities and infrastructure, equipment of major results funded by the grant must display the KIC's logo with the following text: "KIC [name] is supported by the European Institute of Innovation and Technology (EIT), a body of the European Union").

3.7 Budget and funding

The total maximum EIT funding allocated to this call is up to 2.1 EUR million. The amounts will be allocated according to the below estimation.

Call Thematic	Total EIT funding allocated	EIT funding per proposal
Topic 1: Sustainable Manufacturing for the Future	1.2 EUR million	0.3 EUR million
Topic 2: Digital Innovation in Manufacturing	0.9 EUR million	0.3 EUR million

All consortia partners should have a justifiable core role with an 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.
Please note that the information above is provided for information only and does not constitute any kind of commitment on behalf of EIT Manufacturing. Final EIT funding allocated might vary significantly based on the number of proposals evaluated and selected and other factors. The exact number of activities to be funded will depend on the quality of the proposals received and the total funding available.
Activity proposals submitted to this call are expected to have a minimum co-funding rate as follows:

Project Duration	Minimum co-funding rate
12 months	15%

The minimum co-funding rate refers to the total project budget.
Partners in a consortium may have different co-funding rates as long as the overall project co-fund meets the required minimum.

[14] https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/agr-contr/general-mga_horizon-euratom_en.pdf

3.8 Payment scheme and Certified Financial Statement

EIT Manufacturing will transfer funding in instalments. A proportion of the activity budget will be prefinanced. The second instalment is linked to the interim activity monitoring as explained in paragraph 3.11. The last instalment will be transferred at the end of the activity, once eligible costs have been determined and following the completion of the final activity monitoring assessment and the fulfilment of all obligations specified in the Financial Support Agreement:

- First instalment, corresponding to 35% of annual EIT funding
- Second instalment, corresponding to 25% of annual EIT funding
- Last payment corresponding to the 40% of annual EIT funding

Funding will be allocated to successful applicants provided that the relevant (Model) Grant Agreement between EIT Manufacturing and EIT is in place.

Prior to the payment, the cumulative funding received by an individual entity in the Business Plan 2023- 2025 for all the EIT Manufacturing projects they participate in will be checked. Whenever an entity reaches a cumulative EIT funding of 430,000 EUR, a Certified Financial Statement (CFS) audit will be requested prior to the payment[15]. The CFS audit will be performed by an external auditor. EIT Manufacturing will provide the reference of the appointed auditor.

The CFS review is independent of the Activity monitoring described in paragraph 3.10. The scope of the CFS audit is to check the eligibility of the costs reported so far by a specific entity for all projects where they participate, altogether. The first CFS audit will check costs reported up to a specific date "D". A second CFS audit (meaning an entity reaches again a cumulative EIT funding of 430,000 EUR) will check the costs reported from date "D+1 day" to date "D2", and so on. The result of each CFS audit can be either:

1. No findings are detected. All costs are paid according.
2. The auditor report lists findings: EIT Manufacturing Finance department will decide if the findings correspond to ineligible costs. The decision will be based on conditions for cost eligibility set out in the Horizon Europe Model Grant Agreement and transposed in the document "Eligibility of Expenditure", which is part of EIT Manufacturing Call for Proposals documentation. In the case that EIT Manufacturing determines that the CFS findings are ineligible costs, these costs are excluded from the amount to be paid to the partner.

[15] According to Art 24.2 of the Horizon Europe MGA

3.9 Eligibility of expenditures

For more information about the eligibility of the costs, you can refer to the Horizon Europe (Model) Grant Agreement and in particular Article 6 and the document "Eligibility of expenditures" attached to this call.

3.10 Financial sustainability – Services Agreement

To ensure continued support to consortia, in particular their business owners, in their effort to commercialise the learning programmes resulting from their funded activities, EIT Manufacturing is setting up a new Services Agreement framework. This framework will also allow EIT Manufacturing to gradually become financially independent from EIT funding and secure its ability to continue supporting European manufacturing organisations in the long term, with the goal of bringing innovation to the European market, reinforcing competitiveness, creating jobs and developing the appropriate skills for students and professionals.

The selected Education activities are expected to lead to the commercialisation of the proposed learning programme(s) following the project's conclusion. This will ensure the roll out of the learning programme and the increased impact of the activity over time. Each proposal should present a credible and feasible commercialisation strategy, outlining how the learning programme will reach the market and the expected number of learners to be engaged.

All selected activities should sign the Services Agreement before their start. In case the conditions proposed by the applicant are deemed not satisfactory in view of the potential of the project, EIT Manufacturing could enter in a negotiation of those conditions before the signature.

Throughout the execution of the activities, the consortium will receive support from EIT Manufacturing to help them achieve their objectives. The Services Agreement describes a list of services which will be provided to the consortium during the implementation of the activity and offers the possibility for the business owner to receive additional support after the end of the activity. It will give access to the following services.

- During the activity:
    - Dedicated support from an EITM Project Manager;
    - Participation to dissemination or business events;
    - Support and guidance for the creation of interactive digital learning content;
    - Support on the definition of the commercialisation strategy.

- After the end of the activity:
    - Promotion and marketing through EIT Manufacturing digital learning platform.
    - Further matchmaking with any stakeholders that may be interested in the activity to further expand it and fully monetize it at the pan-European level;

This support serves as a counterpart for the revenue shared with EIT Manufacturing, allowing the activities to have resources, guidance, and assistance to maximise their chances of success and impact.

To ensure the success of the learning programmes, those with synchronous or hybrid learning experiences will be marketed and commercialised both by the selected Business Owner(s) and EIT Manufacturing. Thus, the Business Owner(s) must guarantee and commit to:

- Delivering the learning programme(s) at least four (4) times per year for a minimum of two (2) years after the activity concludes.
- Marketing, commercialising, and delivering at least two (2) of such sessions each year.

It should be noted that the possibility of commercialising and delivering additional sessions will be subject to agreement by the involved parties.

Revenue sharing will depend on the party responsible for commercialising the session:

- If EIT Manufacturing sells the learning program, it will retain 50% of the revenues .
- If the Business Owner(s) sell the learning program, they must allocate a minimum of 20% of the revenues to EIT Manufacturing.

In the event that the Business Owner fails to deliver the sessions sold by EIT Manufacturing, they will be required to compensate EIT Manufacturing with an amount equal to the loss of expected revenues (calculated based on the price of training per the number of expected participants).

For hybrid programs, the revenue share will be calculated based solely on the price related to the synchronous activity. Throughout the program execution, EIT Manufacturing and the Business Owner may review the pricing strategy to ensure alignment with market expectations and costs.

In cases where the proposal involves the creation of digital learning content, the revenue shares will be regulated by the Digital Content Agreement (DCA) and the creators must commit to signing it by the 10th month of the activity and include a formal deliverable for its signature in their work plans. This agreement grants EIT Manufacturing the license to commercialise the digital learning content developed in the Education Activities through EIT Manufacturing's digital learning platform (see Digital content agreement and annex A)

Proposals must outline, in the submission system, their plan and commitment for delivering the programme after the activity ends and the expected revenue projection for the years following the activity end date. The proposal should clearly state the number of sessions they commit to selling and delivering each year, as well as the duration of availability of the learning programme. Moreover, the commercialisation strategy should include estimates of the learning program's expected costs and pricing. Experts will review the delivery plan and revenue projections, assessing potential impact and the proposal's eligibility for funding (considering the overall budget).

3.11 Activity monitoring

All activities selected for funding undergo continuous monitoring by EIT Manufacturing to ensure effective progress and implementation and to trigger payments (the latter only at the interim and final stage).
The monitoring at the end of each quarter will cover several aspects relating to the activity implementation including, but not limited to:

- achievement of deliverables and KPIs;
- risk management;
- financial management;
- quality assurance;
- progress against KPI achievement and impact delivery;
- communication and dissemination;
- co-branding; and
- progress towards commercialisation and exploitation of results.

EIT Manufacturing will request regular reporting of actual costs incurred with the subgrant, as well as regular reporting of KPIs and deliverables, together with the supporting documentation.
The monitoring process may result in an amendment to the Activity workplan and/or budget, however, the Services Agreement (please refer to Section 3.10) and the KPIs targets (please refer to Section 3.5) cannot be renegotiated/reduced after the start of the activity.

In the case of under-performance, significant delay of implementation, misconduct of the consortium, or any other reason jeopardising the timely implementation of the activity identified during the monitoring process, EIT Manufacturing reserves the right to discontinue or restructure the funding of the activity at any point during its duration.
At the final stage, in the case of underperformance, the overall grant awarded can be decreased up to 100% of the eligible costs based on the following table:

Type of underperformance	Funding reduction[16]
Missing Core EIT KPI	20%
Missing DEL	10%
Missing EITM KIC KPI	5%

Please note that the "Commercialisation Plan" deliverable is mandatory for the midterm evaluation. Activities without the Commercialisation Plan (including updated revenue projections) will be considered as a significant delay in the implementation.
Furthermore, EIT Manufacturing will monitor all activities up to 5 years after activity completion to track long-term impact and the status of commercialisation and to ensure the achievement of KPIs after the activity end.

The successful execution and completion of the activities financed under the framework of the present call may unlock the possibility of receiving additional funding. Only projects assessed as "green" according to the "Activities Monitoring Process Guidelines" may be eligible for fast-track opportunity via a subsequent dedicated call or direct award.

For more information about the monitoring process, you can refer to the document "Activities Monitoring Process Guidelines" attached as an annex to this call.

3.12 Mandatory deliverables

The minimum core deliverables expected from an activity are listed in the table. This provides the minimum requirements for compliance.

Deliverable name	Delivery date (in months)
Plan for dissemination and exploitation including communication activities	Within the first 6 months of the activity
Commercialisation and Scalability Plan	Within the first 6 months of the activity
Gender equality plan	Within the first 6 months of the activity. Only public or private research

[16] % of funding reduction is calculated on the granted amount and it can be cumulative

	organisations or higher education establishments.
Learning programme curriculum	By month 9
Digital Content Agreement	By month 10 Applicable for activities creating digital learning content
Publishable summary of achievements to be used as dissemination material by EIT Manufacturing	By the end of the activity

A maximum of 2 additional added-value deliverables can be added to the proposal. All mandatory deliverables must be reported by the due time for the proper monitoring of the activity.

Additionally, activities must comply with the following milestones:

Milestone	Due date (in months)	Applicable to
Programme outline and learning outcomes of the learning paths and/or modules defined	Month 4	All activities
Synchronous sessions' structure defined	Beginning of month 5	Activities with synchronous sessions
First two nuggets ready for preliminary review	Beginning of month 5	Activities with Digital Content
Peer review finalised	End of month 8	Activities with Digital Content
Content published	End of month 11	Activities with Digital Content

Additionally, internal documentation and technical reports could be produced by the consortium for project use. However, these documents should not be listed in the proposal. In case of a failure to deliver on project outcomes or delays, these project internal documents may be provided as supporting or mitigating evidence to EIT Manufacturing.

4. Proposal preparation and submission

4.1 Guidance and support on proposal preparation

To guarantee the maximum support from EIT Manufacturing to both current and potential partners and stakeholders, two different support offers will be provided during the proposal preparation process: the call information events and the EIT Manufacturing call contact points.

Call information event

The EIT Manufacturing will carry out a series of events before and after the publication of the call to ensure open, free, and fair access to the wider manufacturing community. The overview is provided in the table below.

Event type	Date
Info Day and MatchMaking event	29-30 April 2024
Q&A Session and live demo on the application form	7th May 2024 at 10:00 CEST
Q&A session on the call topics	5th June 2024 at 11.30 CEST

Call Contacts

Access to Agora, our online community platform, is open to all entities to have access to the most updated information on the call and to help them build up proposal consortia.

All applicants may contact EIT Manufacturing to ask questions and clarify any points on general/technical aspects and call content by contacting support@eitmanufacturing.eu and education@eitmanufacturing.eu.

With a view to equal treatment, EIT Manufacturing staff cannot give prior opinion on the admissibility, eligibility, quality or any other relevant element of a specific proposal. Applicants are strongly discouraged from approaching any member of the Selection Committee to seek specific advice or support regarding their application.

4.2 Registration and submission process

Before submitting a proposal, all applicants (Activity Leader and consortium members) must register on the:

1. EU Participant Portal to obtain a PIC number.[17] If you have already participated in projects funded by the EU before and have your PIC number validated, you can proceed with the registration of your organisation on the

[17] https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/how-to-participate/participant-register

submission tool. If this is your first time participating in an EU-funded project or your organisation cannot access your already validated PIC and there are updates to the organisational data that need to be done, you need to register/re-register your organisation. Primary registration of your PIC number takes about 10 minutes, and your PIC number is generated within another 10 minutes and will be sent to the email address that you have indicated during the registration. All new PIC numbers get assigned a status of "Declared", which means your organisation has not been fully validated, but the new PIC number can already be used during your proposal submission.

2. Submission tool[18] expression of interest to participate to the call. Please note that the expression of interest processing is not automatic and needs to be reviewed and approved by the EIT Manufacturing team after the registration by the applicants. If you have already participated in calls of EIT Manufacturing before, you can proceed with the next steps and the proposal creation. Please make sure that the information that you are providing on the submission tool is consistent with the legal information connected to your PIC (legal name, VAT, registration number, legal address, LEAR – legally appointed representative responsible for updating the organisation's information on the EU participant portal).

All entities participating in this call for proposals must be registered in the submission tool as early as possible and no later than 3 working days before the call closes, 03rd July at 17:00 CESTotherwise they may not be eligible for funding.

Please note that, if your proposal is successful, the information provided when registering your organisation will need to be validated. EIT Manufacturing will contact you to submit the needed supporting documents.

4.3 Proposal submission mandatory documentation

The following documentation must be submitted by the applicants through the submission tool no later than the call deadline:

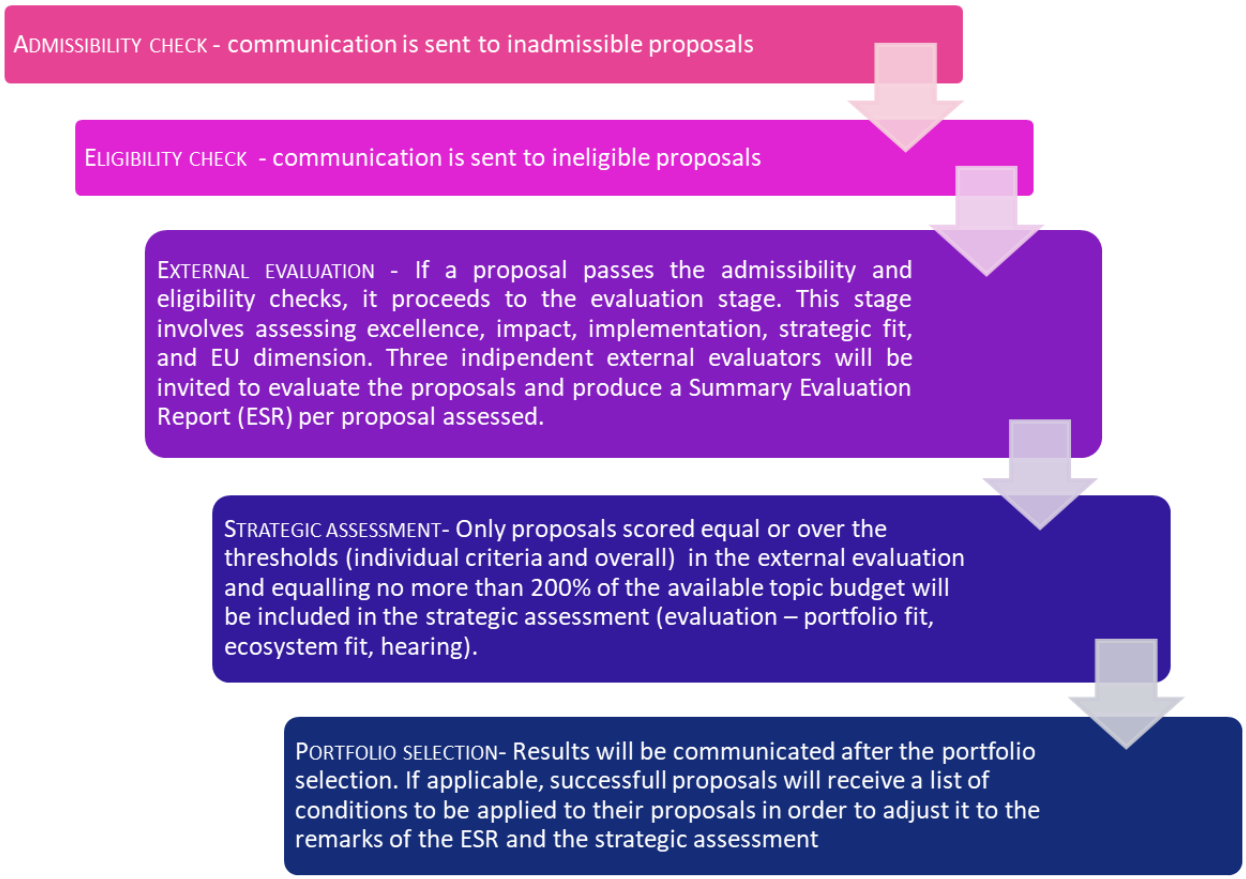
- Online application form;
- Declaration of Honour duly signed by each member of the consortium;

[18] Links to the submission tool are provided on the page 7.

NB: Any documentation missing, incomplete or sent after the deadline, will be inadmissible.

5. Proposal evaluation and selection

Once submitted the proposals, will proceed through the following steps:



The full proposal evaluation will consider both the external evaluation as well as the strategic assessment top-up scores. The total scoring of 100 points is distributed as follows:

External evalution	Excellence	Max score 20 Threshold 14/20
	Impact	Max score 25 Threshold 17/25
	Implementation	Max score 15 Threshold 9/15
	Strategic fit	Max score 15 Threshold 9/15
	Eu dimension	Max score 5 Threshold 3/5

Total points external evaluation		80 Threshold 48/80
Strategic assessment	Remote assessment	Max score 10
	Interview	Max score 10
Total points strategic assessment		20 Threshold 12/20
Total points (external evaluation + strategic assessment)		100

5.1 Admissibility check

- Applications must be
- **submitted before the call deadline** *(see Call Summary);*
- submitted in **English;**
- submitted **electronically** via the submission tool. Paper submissions are NOT possible; and
- **complete** and contain all the mandatory information in the online application form and all mandatory documentation

Proposals containing one or more inadmissible elements will be **rejected** and will receive an official communication from EIT Manufacturing setting out the outcome of the admissibility check.

5.2 Eligibility check

A proposal will be eligible if it shows:

Consortia composition	The consortium shall be composed of a minimum 3 legal entities independent of each other[19] that are established in countries covered by, at least, 2 different EIT Manufacturing ICs. • Additionally the following roles shall be clearly covered within the consortium: • 1 Lead Partner.

[19] 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

	• 1 Manufacturing company. • 1 Business Owner.

Proposals containing one or more ineligible elements will receive official communication from EIT Manufacturing setting out the outcome of the eligibility check and explaining why the proposal failed to meet the criteria.

The Activity leader of any proposal deemed ineligible who disputes the ineligibility decision may appeal. This appeal must be made within 5 working days from the official EIT Manufacturing notification of ineligibility by sending an email to support@eitmanufacturing.eu according to the Appeal procedure document linked to the Call (see paragraph 5.7).

5.3 External evaluation

The proposals which successfully pass the eligibility check are evaluated and scored against 5 criteria: Excellence, Impact, Implementation, Strategic Fit and EU Dimension.

The evaluation process will be carried out by three independent external evaluators supported by one independent external rapporteur.

External evaluators will assess each evaluation sub-criteria will be assessed according to the following scores on a scale **from 1 to 5.**

Score	Description	
1	*Extremely poor or None*	The information provided is considered irrelevant or inadequate compared to the specific call provisions
2	*Bad*	The information provided lacks relevant quality and contains significant weaknesses, compared to the specific call provisions
3	*Average*	The overall information provided is adequate, however, some aspects are unclearly or insufficiently detailed, compared to the specific call provisions
4	*Good*	The information provided is adequate with sufficiently outlined details, compared to the specific call provisions
5	*Excellent*	The information provided is outstanding in its details, clarity, and coherence, compared to the specific call provisions

The scores shall be given at sub-criterion level are then summed together to come with a final score per criteria.

Thresholds apply to individual criteria and the total score. The maximum score for a proposal at the external evaluation stage is 80. The default overall threshold is 48/80.

The detailed sub-criteria evaluation grid is provided here below. For each sub-criteria, specific information and evidence are expected. Please refer to the "Sub-criteria expected information and evidence" document on the call webpage.

Excellence	Max. scoring 20 Threshold 14/20
Coherence	
The proposal clearly describes the resulting learning program(s), explains their relevance to the selected topic, and identifies measurable and achievable objectives. The learning program(s) complies with the requirements defined in the call guidelines.	5 points
The proposal identifies and properly describes the overarching learning outcomes of the training/education activity. The proposal foresees a final assessment of the achievement of the learning outcomes and the method is accurately described	5 points
Novelty	
The proposal addresses a verified unmet skilling/upskilling/reskilling need and the value proposition addresses the specific needs and barriers of the target group.	5 points
The proposal goes beyond the existent state of the art of professional education and training formats and/or content and clearly demonstrates that the resulting learning programme will make use of innovative teaching, learning and upskilling methodologies and approaches	5 points
Impact	Max. scoring 25 Threshold 17/25
Project pathways towards impact	
The proposal clearly describes how the learning programme(s) contribute to the expected outcomes and impacts from the call topic, and includes an estimation and explanation of their scale and significance.	5 points
The proposal addresses specific target group/s and/or market sector/s, while including a gender perspective and ensuring gender balance. The proposal demonstrates a competitive advantage over existing offers in the market, further strengthened by the demonstrated willingness of users/customers to benefit from the proposed solution.	5 points

Effectiveness of the proposed measures to exploit the key marketable innovation(s) and to maximise impact	
The proposal identifies the Business Owner and demonstrates its track record inthe commercialisation and delivery of learning programmes aligned with the results of the activity. The identified Business Owner is committed and capable of commercialising and delivering the learning programme(s) after the completion of the activity.	5 points
The proposal describes a clear, feasible and convincing commercialisation and/or exploitation strategy of the learning programme(s) and the Dissemination Plan (including communications and outreach) is in line with the outlined commercial strategy.	5 points
The proposal contribution to achieve the mandatory EIT Core KPIs is credible and shows potential to exceed minimum KPI targets to reach significant shares of the target groups. Some additional KPIs were taken into consideration. Some additional KPIs were taken into consideration.	5 points
Implementation	Max scoring 15 Threshold 9/15
Workplan, including allocation of budget, tasks, and resources	
The workplan and related elements (deliverables, outputs and milestones) are aligned with the proposal's overall objectives and KPIs, including the management of the relevant risks identified.	5 points
The proposal budget is clearly outlined, justified, and reflects value for money.	5 points
Consortium fit for purpose	
The applicants represent the right competencies, skills and expertise per the proposal scope and they have differentiated, clear and specific roles(including a business owner, an instructional designer, and at least 1 manufacturing company).	5 points
Strategic fit	Max. scoring 15 Threshold 9/15
The proposal, the learning program and their expected outcomes and impacts are aligned with the topic selected and they contribute to achieving one or more EITM Strategic Objectives.	5 points

The proposal integrates EITM requirements in line with the EIT Manufacturing upskilling and reskilling Quality System and Competency Model including the integration from an innovation and business perspective (Knowledge Triangle Integration)	5 points
The identified Business Owner is committed and capable of commercializing and delivering the learning programme(s) after the completion of the activity. This is in line with a credible strategy and a reasonable revenue share (%) for contributing to the EIT M financial sustainability.	5 points
European Dimension	**Max. scoring 5** **Threshold 3/5**
The consortium demonstrates pan-European outreach, including RIS countries, and the proposal considers relevant synergies with other EU instruments and programmes.	5 points

The three independent external evaluators will evaluate each proposal and produce an Individual Evaluation Report (IER)- each proposal is evaluated 3 times. The independent external evaluators will meet in a consensus meeting chaired by a rapporteur to discuss and build an agreement. The rapporteur will address any notable divergences between them and will develop the final Summary Evaluation Reports (ESRs).

5.4 Strategic assessment and portfolio selection

Starting with the highest-scoring proposal and proceeding in descending order, a selection will be made of the best-ranked proposals that meet or exceed the thresholds in both individual criteria and overall (consensus meeting results). Only proposals requesting aggregated financial support equalling to no more than 200% of the available budget per topic will be shortlisted for the strategic assessment and portfolio selection.

The strategic assessment consists of a remote assessment and a hearing totalling up to 20 additional points. Proposals that do not reach or exceed the threshold of 12 points on this assessment will not be considered for the final selection.

Remote assessment

Each proposal will be evaluated by the Thematic Pillar Director and one IC Managing Director. They will assign a maximum of 10 additional points by assessing the following 2 criteria:

Criteria	Max Score
Portfolio fit	5 points

Ecosystem fit	5 points

Hearing

The hearing jury is composed of 3 members of the Management Team, nominated by the CEO based on subject matter relevance (e.g. innovation director, investment director, CFO, etc.) and supported by internal subject matter experts (in a consulting role, not voting) as needed. The hearings will be held online. A maximum of 3 persons may represent a proposal. . Only individuals mentioned in the proposal and involved in project implementation can represent the proposal during the hearing. No consortium participant may provide more than 1 person for the hearing.

The total duration of the interview is approximately 30 minutes. The first part is the team pitch of the proposal to which 10 minutes are allocated. The rest of the time is dedicated to questions and answers (Q&A).

The team should convincingly build the pitch considering the evaluation criteria. The panel will ask questions to clarify various aspects of the proposal in line with the evaluation criteria and the ESR.

A template, specific questions, and further instructions on how to prepare for the hearing will be provided to shortlisted applicants together with the invitation to the hearing.A maximum of 10 additional points will be assigned by assessing the hearing performance as follows:

Criteria	Description of criteria	Max Score
Hearing performance	• Credibility and quality of the pitch delivered. • Cohesion and motivation of the consortium • Clarity on the responses to the questions asked • Responses to issues and concerns expressed in the external evaluation ESR, if applicable.	10 points

Portfolio selection

The Thematic Pillar Director in charge presents the revised final ranking, which incorporates the strategic assessment scores. This final ranking will undergo discussion with the EIT Manufacturing Management Team members in the portfolio selection meeting. Proposals will be selected based on the final ranking and available budget.

High-quality proposals not selected due to budget constraints will be placed on the reserve list.

5.5 Call Report and Stand-still period

At the end of the evaluation process and when the portfolio selection is completed, EIT Manufacturing sends the Call Report & the Final ranking list to the granting authority (EIT) and applies a stand-still period of 30 days before signing agreements with the selected recipients, in order to allow the granting authority to verify compliance with the procedural requirements.[20]

5.6 Communication of results and negotiation period

EIT Manufacturing will inform by email all proposals leaders within 5 working days after the evaluation is completed.
The applicants might receive 4 types of evaluation feedback:

- The proposal is accepted for funding. The proposal has got a high evaluation score and is selected for funding based on available budget assumptions.
- The proposal is accepted for funding with conditions. The proposal has got a high evaluation score and is selected for funding based on available budget assumptions. Conditions for changes will be provided by EIT Manufacturing. Changes shall be done and re-submitted on time.

  If the Proposal Leader fails to comply with the requested conditions or does not respond by the time allocated, the proposal will be rejected and the next proposal on the ranking list will be then proposed for funding.
- The proposal is rejected. The proposal has failed to reach the threshold of an individual evaluation criterion or the overall threshold and is therefore not considered for funding.
- The proposal is retained in the reserve list: the proposal has passed all thresholds but due to budget constraints it cannot be funded. In case of finally unused budget, the proposal might become eligible for funding, e.g., in case a proposal accepted with conditions is not funded. The duration of the reserve list is up to the end of March 2025.

The evaluation results will be provided to all applicants. The changes will need to be implemented in the proposals within 10 working days.
As soon as the communication of results is done, the successful participants will receive contractual documents to be signed with EIT Manufacturing, including:

[20] According to Rules on page 127-129 of the Horizon Europe MGA (https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/agr-contr/general-mga_horizon-euratom_en.pdf)

- Internal Agreement – long-term partnership within Horizon Europe Framework
- Financial Support Agreement - long-term agreement regarding financial support to third parties under Horizon Europe

In parallel, each participant will need to provide additional documents to EIT Manufacturing, such as:

- Legal and financial documents (depending on the legal form of the participant and if requested by EIT Manufacturing).

5.7 Procedure for complaints and appeal

The Activity Leader of a rejected proposal who disagrees with the decision may request an evaluation review. Only procedural aspects of an evaluation may be the subject of a request for an evaluation review, for example, process errors or technical problems. The evaluation of the merits of a proposal shall not be the subject of an evaluation review. In this case, the Activity leader will have 5 working days after receipt of the final evaluation results to submit an appeal to EIT Manufacturing by sending an email to support@eitmanufacturing.eu according to the Appeal procedure document linked to the Call (see document Appeal procedure).

6. Other Terms and Conditions

6.1 Exclusion Criteria

Applicants will be excluded from participating in the call if they are in any of the situations of exclusion defined in Article 136 of the EU Financial Regulation[21]. All members of a consortium shall sign a Declaration of Honour in order to confirm that they respect the above-mentioned criteria at the application stage. Successful applicants shall provide if requested by EIT Manufacturing, relevant recent documentation substantiating the Declaration of Honour at the latest before signing the agreements mentioned under point 5.6. Failure to provide adequate documentation may result in the exclusion of the applicants and the proposal concerned.

6.2 Logos and Trademarks of the Applicants

The entities participating in the Call for Proposal grant EIT Manufacturing and its subsidiaries (e.g., ICs) a free and non-exclusive license to use their brand solely for the promotion, dissemination of information, organisation, management and implementation of the Call for Proposal. The applicants and EIT Manufacturing mutually acknowledge and accept that the respective trademarks are, and remain, the exclusive property of their respective owners and that no provision of these guidelines is intended to confer any rights on such trademarks, outside the provisions of the previous paragraph. Therefore, the participating entities and EIT Manufacturing will not be able to assign, sublicense or otherwise dispose of the trademarks of others, without prior written consent.

Participating entities will send their brand-related information (logos, brand guidelines and any other relevant communication material) as requested by EIT Manufacturing, to support@eitmanufacturing.eu in vector format or image format with at least 300 dpi.

6.3 Confidentiality

EIT Manufacturing undertakes to use any Confidential Information shared by the entities solely for the purposes of the Call for Proposals. Confidential information shall mean data and/or information that is proprietary to, or possessed by the entities and not generally known to the public, or that has not yet been revealed whether in tangible or intangible form, whenever and however disclosed and might also be

[21] https://eur-lex.europa.eu/legal-content/EN/TXT/HTML/?uri=CELEX:32018R1046&from=EN

included in the application form. Confidential information must be expressly labelled as such in the application form.
Applicants agree that EIT Manufacturing and its subsidiaries can disseminate, publish, and make use of non-confidential information regarding the call, to promote the activities of EIT Manufacturing or establish reports or other necessary documents for EIT.
The applicants agree that data and information in the application form not labelled as confidential may be disclosed in connection with the activities of EIT Manufacturing.
Considering the confidential nature of the data and information referred to above, EIT Manufacturing also undertakes to (i) not disclose them in any way and in any form, without prior written authorisation of the entity concerned; and (ii) not to use them for purposes other than those strictly necessary for the purposes of this Call for Proposals.
Confidential Information may be shared among EIT Manufacturing and its subsidiaries (e.g. ICs) solely for the purposes of the Call. EIT Manufacturing undertakes to impose this confidentiality obligation on its employees and the employees of its subsidiaries and its collaborators, as well as on Rapporteurs and independent experts and all subjects who, by virtue of participating in the call for proposal as members of the Selection Committees or Jury, will take knowledge of or may have access to such confidential data and information.

6.4 Intellectual Property

Participating entities agree to respect IPR Rules (Article 16) of the (Model) Grant Agreement[22].
Participating entities also agree to respect the EIT Manufacturing IP Policy available on this link.

6.5 Disclaimers

EIT Manufacturing denies all liability for an applicant participation in the call for proposal.
Submitting the application does not establish a grantor-grantee relationship between applicant and the EIT Manufacturing as the final decision will be made after the evaluation process and the final confirmation of acceptance of the application and all other procedures mentioned herein.

[22] https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/agr-contr/general-mga_horizon-euratom_en.pdf

These call for proposals' guidelines may be subject to changes/updates. In such a case, the changes will be communicated publicly (published) transparently and clearly. Applicants having already applied will also be informed in writing.

6.6 Processing of Personal Data

EIT Manufacturing ensures that any processing of personal data shall be performed in accordance with Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016, on the protection of natural persons with regard to the processing of personal data and on the free movement of such data, and in accordance with Directive 95/46/EC (General Data Protection Regulation). As a data subject, you have the right to access, the right to rectification, the right to erasure, the right to restrict processing, the right to data portability, the right to object and the right not to be subject to a decision based solely on automated processing. If you have a question about personal data processing or want to exercise your data subject rights, you can contact our Data Protection Officer at dpo@eitmanufacturing.eu . In the case of complaints, you can address them to the French regulator CNIL.

The collected personal data will be used solely for the procedure and assessment of the call applications and the management, completion, organisation, dissemination of information and publicity of the call. The data controller is EIT Manufacturing and its subsidiaries.

By submitting your application for this call, you consent that EIT Manufacturing will collect, transfer, process, store and delete your data in accordance with the aforementioned conditions.

Details concerning the processing of your personal data are available in the privacy statement in the submission tool.

6.7 Applicable Law

The present call is governed by the applicable European Union laws (i.e. the EIT Regulation, the EU Financial Regulation and the Horizon Europe Regulation) and is complemented, where necessary, by the laws of France. The applicants agree to observe the obligations set forth in the (Model) Grant Agreement.[23] signed between the EIT and EIT Manufacturing and particularly Articles 12 (conflict of interest), 13 (confidentiality and security), 14 (ethics), 17.2 (visibility), 18 (specific rules for carrying out action), 19 (information) and 20 (record-keeping). These obligations will also be mentioned in the contracts to be signed if the application is successful.

[23] https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/agr-contr/general-mga_horizon-euratom_en.pdf

6.8 Rights to activate audits

EIT Manufacturing retains the right to activate an audit on the funded activities in case of alerts and/or to confirm governance and proper usage of the grant.
EIT Manufacturing keeps the right to request any data related to the activity for 5 years after completion to ensure transparency and allow monitoring from EIT.