



## ELIIT

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## **1. General questions related to the ELIIT project**

### **1.1. What is ELIIT?**

ELIIT stands for European Light Industries Innovation Technology. ELIIT is a European initiative funded by COSME Programme of the European Union for the competitiveness of Enterprises and Small and Medium-Sized Enterprises (SMEs).

### **1.2. What is the aim of the ELIIT project?**

The ELIIT project aims at enabling pan-European collaboration between Small and Medium Enterprises (SMEs) active in light-industries, namely textile, clothing, leather and footwear (TCLF) industries, and providers or owners of novel and innovative technologies to drive innovation and technology transfer.

### **1.3. Who does the ELIIT project target?**

The ELIIT project targets partnerships between eligible SMEs and technology providers/owners. Over the course of the project, 25 partnership will be selected. In each call, 12-13 partnerships will be selected.

### **1.4. What type of support does the ELLIT project provide?**

The ELIIT project provides direct financial support. The ELIIT project makes available a total amount of EUR 70,000 for each selected partnership.

ELIIT will support the partnerships through:

- A tailor-made coaching programme on either technical or soft skills to elevate the relevance of projects and increase their capabilities.
- Facilitating market-positioning and professional links between members of partnerships and other key players by organising networking activities and attendance at relevant workshops/conferences and exhibitions.
- Intellectual property rights organisation and guidance.
- Financial support to develop products or prototypes with high-added value and profitability.

### **1.5. What is the funding rate?**

The funding rate is 100%, all costs are eligible. There is no financial justification.



**1.6. How many projects does the initiative expect to fund?**

ELIIT will fund a total of 25 partnerships in two Calls for Expressions of Interest. For each call 12-13 partnerships will be selected.

**1.7. How long is the duration of each project?**

Each individual project will run for a period of 12 to 18 months.

**1.8. What is the role of each partner within the partnership?**

SMEs must implement the innovations in their activities developed by the Technology partners. The partnership will aim to further develop, consolidate and correctly integrate the technology for the scale up at the industrial level.

**1.9. When did the ELIIT project start?**

July, 2019

**1.10. When will the ELIIT project end?**

July, 2023

**1.11. How many calls are foreseen as part of the ELIIT project?**

1<sup>st</sup> call will be published in November, 2019

2<sup>nd</sup> call will be published in July, 2021

**1.12. When is the deadline for this call?**

The deadline of the first call for proposals is **March 31<sup>st</sup>, 2020 (17:00 CET)**.

**1.13. Is there a limitation on the number of project proposals submitted?**

There is no limitation on the number of project proposals submitted, however partners can only be part of one project selected.



## 2. General questions related to the application process and eligibility criteria

### 2.1. Who is eligible to participate?

In order for SMEs and technology owners/providers to submit their partnership applications, all SMEs and technology owners/providers need to meet the following eligibility criteria:

Common Eligibility Criteria
<p><b>(1) To be eligible, the organisation must be legally and operationally established in any of the EU or COSME associated country.</b></p> <p>EU Member State: Austria, Belgium, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden and United Kingdom</p> <p>COSME Associated Country: Iceland, Albania, Bosnia and Herzegovina, North Macedonia, Montenegro, Serbia, Turkey, Moldova, Ukraine, Kosovo and Armenia</p> <p><i>*It is important to note that to the date of the bids submission the BREXIT was not defined, so this eligibility criteria will be modified according to the BREXIT outcomes. It will be modified following the contracting authority guidelines.</i></p> <p><b>(2) Not in process of receivership or bankruptcy.</b></p>
Specific for SMEs
<p><b>(1) The company is qualified as an SME:</b></p> <p>“SME” stands for small and medium-sized enterprises – as defined in EU law: EU recommendation 2003/361. The main factors determining whether a company is an SME are:</p> <ol style="list-style-type: none"> <li>1/ Economic activity</li> <li>2/ number of employees and</li> <li>3/ either turnover or balance sheet total.</li> </ol> <p>To qualify as an SME, an organisation must conform to the EC definition of an SME. (<a href="http://ec.europa.eu/growth/smes/business-friendly-environment/sme-definition/">http://ec.europa.eu/growth/smes/business-friendly-environment/sme-definition/</a>)”</p> <p><b>(2) Active in the TCLF sector and willing to integrate innovative technology-based solutions into its products, services or process.</b></p>
Specific for Technology Providers/Owners



*The technology provider/owner must own or have the right to use freely the relevant technologies to be applied*

## **2.2. What is the application process?**

The application process consists of 2 steps for SMEs and technology providers/owners.

- i. First step requires all applicants to complete an individual registration on the ELIIT electronic submission system that includes a validation of eligibility criteria. The registration is available once the Call has been published and prior to its opening. The registration is automatically validated on the EMS.
- ii. The applicants can proceed with the second step of the application process – completing an application form with an eligible partner, when the Call has been opened. Those applicants, who do not have partners will be able to form partnership through the matchmaking available at the ELIIT electronic submission system (EMS).

## **2.3. Which countries are eligible? Is the United Kingdom eligible?**

The following countries are eligible: Austria, Albania, Armenia, Belgium, Bosnia and Herzegovina, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Iceland, Ireland, Italy, Kosovo, Latvia, Lithuania, Luxembourg, Malta, Moldova, Montenegro, Netherlands, North Macedonia, Poland, Portugal, Romania, Serbia, Slovakia, Slovenia, Spain, Sweden, Turkey and United Kingdom

Please be aware that after the United Kingdom's withdrawal from the EU, the rules of access to ELIIT Calls for Expression of Interest of economic operators established in third countries will apply to candidates from the United Kingdom depending on the outcome of negotiations. In the case when such access is not provided by legal provisions in force at the time of the award, candidates from the United Kingdom could be rejected from the selection procedure.

## **2.4. What is a definition of an SME?**



According to the European Commission, an SME is a company that has less than 250 employees and an annual turnover of up to EUR 50 million or balance sheet total of no more than EUR 43 million.<sup>1</sup>

For more detailed information, please visit:

[https://ec.europa.eu/growth/smes/business-friendly-environment/sme-definition\\_en](https://ec.europa.eu/growth/smes/business-friendly-environment/sme-definition_en)

## **2.5. Which industry sectors are eligible?**

The following sectors are eligible: **Textile and Clothing, Leather and Footwear.**

Textile and clothing industries cover a range of activities from the transformation of natural (cotton, flax, wool, etc.) or man-made (polyester, polyamide, viscose, etc.) fibres into yarns and fabrics, to the production of a wide variety of products such as hi-tech synthetic yarns, bed linens, industrial filters, smart fabrics and clothing.

Leather industry covers diverse products and industrial processes. Leather tanning covers the treatment of raw materials, i.e. the conversion of raw hides or skin into leather and its finishing. It can be used in the manufacture of a wide range of consumer products. The footwear, garment, furniture, automotive and leather goods industries are the most important outlets for EU tanners' production.

Footwear industry is a diverse industry which covers a wide variety of materials (textile, plastics, rubber, and leather) and products ranging from different types of men's, women's, and children's footwear to more specialised products like snowboard boots and protective footwear.

## **2.6. What is a technology owner provider/owner?**

The technology owner/provider must own the right to use freely the technology and have innovative technology-based solutions ready or almost ready for scale up and deployment at industrial level, in a Technology Readiness Level (TRL) from 6 to 8.

## **2.7. Can large companies participate as technology providers?**

Yes, the technology owners or providers can be large companies.

## **2.8. What type of technology can be used?**

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<sup>1</sup> <https://ec.europa.eu/eurostat/web/structural-business-statistics/structural-business-statistics/sme>





Innovative technology-based solutions to create new products, services, and processes or improve existing ones in SMEs within the TCLF sectors (e.g. Industry 4.0/digital technologies like artificial intelligence, Big Data, IoT, cybersecurity, open source platforms, cloud computing as well as key enabling technologies like robotics, additive manufacturing, advanced and new materials, industrial biotechnology, photonics, micro/nano electronics and many others).

### ***2.9. How are the applications submitted?***

All applications are submitted via the ELIIT electronic submission system and must be submitted in English only. This submission and management Platform is powered by CARSA and its link is the following: <https://eliit.ems-carsa.com>

### ***2.10. What is the ELIIT electronic submission system?***

The ELIIT electronic submission system is a platform used for the registration of applicants and the reception and evaluation of applications. This submission and management Platform is powered by CARSA and its link is the following: <https://eliit.ems-carsa.com>

### ***2.11. Can the applications be submitted without using the ELIIT electronic submission system?***

No. Only application submitted via the ELIIT electronic submission system will be eligible. Applications sent via the ELIIT project website or sent to any member of the consortium in any way will be considered as “not submitted”.

### ***2.12. What information is required during the registration process?***

Registration form for SMEs and technology providers/owners consists of 3 parts.

- i. The first part is dedicated to general information, e.g. company/ organisation name, VAT number, address, etc.
- ii. The second part reflects questions regarding the eligibility criteria.
- iii. The third part contains the identification of key words that characterise/describe the applicant’s main activities, services and interests and a brief description of the organisation/company. The information from the third part of the registration form will be used in the matchmaking process.

### ***2.13. How long does it take to register on the ELIIT electronic submission system?***



The registration process should not take more than 20 minutes.

**2.14. How can SMEs and technology providers/owners submit their partnership application on the ELIIT electronic submission system (EMS)?**

Once, the call has been open, the partnership application form can be submitted by one of the partners. Only one partner, acting on behalf of the Partnership will be able to submit a proposal. This partner will be considered the lead applicant.

**2.15. Can applicants access the application before starting the application process?**

Yes. The application form template is available as Annex I in the “Guide for Applicants” and also in the EMS Platform as part of the “Supporting Documentation” section.

**2.16. Can applicants modify their applications once they have been submitted?**

Yes. Applicants have the option to start and save as many draft versions of their applications as they wish before the cut-off date (March 31<sup>st</sup>, 2020, 17:00 CET). The data and documents contained in the last submission will be used for the eligibility check, evaluation and ranking once the cut-off date is reached.

**2.17. How can applicants verify that their application was submitted correctly?**

Once applicants have finalised and submitted their application via the ELIIT electronic submission system platform, they will receive an acknowledgement of receipt via email.

**2.18. What is the language of the application?**

All applications should be submitted in English only.

**2.19. Is IPRs protection considered throughout the ELIIT project?**

IPRs protection is respected in the following agreements

- Agreements between partnership members
- Agreements between partnerships and the ELIIT Project Consortium
- Agreement between the ELIIT Project Consortium and other key players involved in the project, such as the Steering Board members

Disclaimers regarding IPRs protection are resent on the project website and throughout



different sections of the application process on the EMS platform.

For further inquiries on this issue, eligible applicants can contact the ELIIT Project consortium at [privacy@eliitproject.eu](mailto:privacy@eliitproject.eu).

***2.20. Can the applicants whose project were not selected during the 1<sup>st</sup> Call for Expressions of Interest resubmit their partnership proposals for the 2<sup>nd</sup> Call for Expressions of Interest in 2021?***

All submitted applications will receive evaluation feedback. Unsuccessful applications from the 1<sup>st</sup> Call for Expressions of Interest are invited to continue refining and improving either the previous or new project ideas for the 2<sup>nd</sup> Call for Expressions of Interest.

### **3. General Questions related to matchmaking**

***3.1. How does online matchmaking work on the ELIIT project platform?***

Once the registration is complete and validated, all registered SMEs and technology owners/providers will be able to look for partners in the “Partner Search” section on the EMS based on keywords.

During the registration, SMEs and technology owners/providers identify keywords that describe their main activities, services and interests. These keywords will be used for the matchmaking process enabling applicants to identify potential partners with similar activities and interests.

***3.2. How can SMEs and technology owners/providers contact potential partners during the matchmaking process?***

During the registration process, SMEs and technology owners/providers will provide contact details that will be visible along with a short description of organisation/company and provided keywords in the “Partner Search” section on the EMS.

***3.3. Can the consortium help with the matchmaking process?***

Yes. The consortium can help with the matchmaking process. In the case, when the search based on provided keywords is unsuccessful, the consortium will assist SMEs and technology owners/providers to forge partnerships based on available resources.



## 4. General questions related to the evaluation and selection of applications

### 4.1. How are the applications evaluated?

Once a cut-off date has been reached, all applications will be check for their admissibility.

Admission Criteria
<ul style="list-style-type: none"> <li>(1) Submission using the EMS platform before the established deadline.</li> <li>(2) Readable, printable and using the language (English) stated in the call.</li> <li>(3) The partnership proposal must be completed including all the documents (Technical and Administrative) stated in the CEI.</li> <li>(4) Proposal should not exceed the page and fields limits stated in the CEI.</li> <li>(5) The partnership proposal is composed by two partners, one SME and one technology provider/owner</li> </ul>

All applications which meet the admission criteria will be evaluated based on the award criteria.

CRITERIA	SUB-CRITERIA	SCORING	WEIGHT (%)



<p><b>Impact</b></p>	<p><b>(1) The definition of the challenges addressed and proposed technological solutions</b> - 2 points</p> <p><b>(2) Potential Market.</b> The criterion will assess whether the proposal addresses properly the market targeted, and whether the description provided by the partners is realistic etc. The defined business use case and expected market growth potential for the application of the technology (es). Moreover, it is important to assess if the proposal has identified in a proper way the risks under the market point of view. -2 points</p> <p><b>(3) Strength and impact on the competitiveness and growth of the SME and technology provider involved.</b> The criterion will assess the impact of the project in the SME and technology provider involved. The proposal should quantify and demonstrate in a convincing way the impact of the project in all the partners. In particular, the impact on their business in terms of turnover, employment, market increments, access to new markets, economic performance etc. - 3 points</p> <p><b>(4) Efficiency of the measures proposed to maximise the impacts.</b> This criterion will assess the business and commercialisation plan proposed by the partnership. The commercialisation strategy, including marketing, estimation of the revenues, investment needed etc. will be also assessed. - 1 point</p> <p><b>(5) IPR strategy.</b> The criterion will assess the IPR strategy, in particular, whether the</p>	<p>0-10</p>	<p>40%</p>
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	<p>technology provider and the SME have the “freedom to operate” and the suitability of the technology to be used in the proposal. Also, the IPR protection strategy proposed by the partnership will be evaluated.</p> <p>- 2 point</p>		
<b>Excellence</b>	<p><b>(1) Innovation potential.</b> This criterion will assess innovation capacity. The partnership must demonstrate where the value added of their concept/idea/proposal lies and its integration/application in the production process, final product or service of the manufacturing TRLF SME: e.g. to which extent the technology is innovative and disruptive for the development of the product, process, etc. The proposal must demonstrate how SMEs and Technology providers/owners are going to implement it. The uniqueness of the idea must be assessed through this criterion.</p> <p>- 5 points</p> <p><b>(2) Demonstrate the maturity of the Technology.</b> This criterion will assess whether the proposal demonstrates in a convincing way the appropriate maturity, TRLF. The projects must rely a technology that is ready or almost ready to be commercialised.</p> <p>- 5 points</p>	0-10	30%





<p><b>Implementation</b></p>	<p><b>(1) Quality of the Work Plan.</b> This criterion will assess the quality of the proposed work plan, technology transfer process and project management.</p> <p>- 4 points</p> <p><b>(2) Value for money.</b> This criterion will evaluate if the cost breakdown corresponding to the tasks and activities to be implemented. The proposals that overestimate the budget will be penalised. A convincing explanation of the costs should be provided showing the feasibility of the budget and its consistency with the project's proposal activities.</p> <p>- 2 points</p> <p><b>(3) Quality of the partnership.</b> The criterion will assess whether both the technology provider and the SME have enough experience to carry out the tasks proposed.</p> <p>- 2 points</p> <p><b>(4) Added value of the cooperation.</b> The criterion will assess the added value of doing the work in cooperation. Especially, the partners should demonstrate the complementarities between them.</p> <p>- 2 points</p>	<p>0-10</p>	<p>20%</p>
<p><b>Transnationality</b></p>	<p>This criterion will assess whether the project is transnational or not, 0 points will be allocated to the non-transnational partnership and 10 for the transnational partnerships.</p>	<p>0-10</p>	<p>10%</p>

The evaluation reports will summarise the remarks, conclusions and recommendations according to the selection criteria. Sub-criteria will be scored.

SCORE	DESCRIPTION
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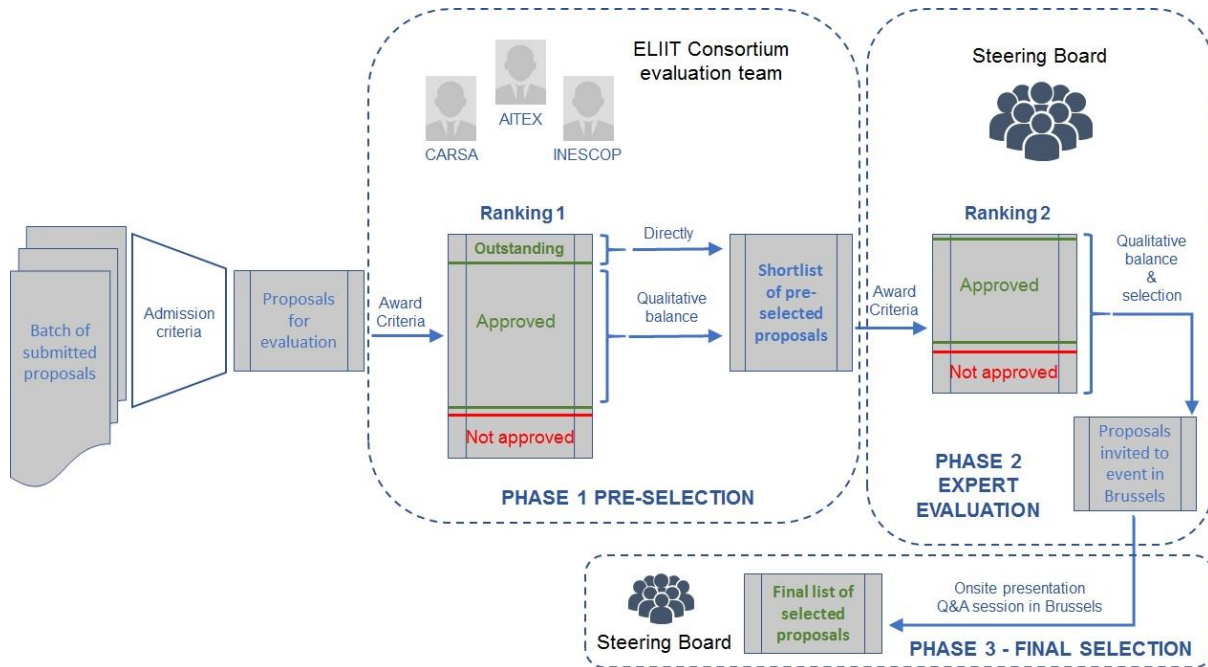


1-2 Inadequate	The proposal does not adequately address the criterion. There are serious deficiencies that impede the success of the proposal.
3-4 Poor	The criterion is inadequately addressed, or there are serious inherent weaknesses. There are significant deficiencies that would hinder the project implementation
5-6 Fair	The proposal addresses the aspects expected well, although additional details would be necessary to facilitate the project implementation and there are some shortcomings.
7-8 Good	The proposal addresses the aspects expected very well – with just a few shortcomings - although additional details would benefit the project implementation.
9-10 Excellent	The proposal successfully addresses all relevant aspects of the criterion.

#### ***4.2. How the project proposals will be evaluated?***

The selection will be performed following the 3 phases depicted in the figure below:





Source: CARSA

**Phase 1:** Pre-selection, the ELIIT Consortium will evaluate the project proposals according to the award criteria (technical assessment). As a result, the Consortium will have a shortlist of pre-selected proposals which will be handed over to the Steering Board (SB) for further evaluation.

**Phase 2:** Expert Evaluation, a Steering Board (SB) of experts will evaluate the pre-selected projects according to the award criteria once again. Each partnership project will now be evaluated by two experts from the SB. This phase's outcome will be a ranking of proposals based on the final scores obtained.

**Phase 3:** Final selection in Brussels, during a dedicated event, SB members will be able to discuss with each other the ranking as well as to clarify doubts and make questions to the project representatives via interviews.

#### 4.3. What is the threshold to enter a shortlist of pre-selected proposals?

In order to be pre-selected, a proposal should score above the threshold level.

The following thresholds will be applied to manage technical evaluations:

**An individual threshold for each criterion:** this will be 6 points out of 10, except for the



transnationality criterion which will not have a minimum threshold to be applied.

**An overall threshold:** Different weights (%) will be applied to each criterion when calculating the final score. Therefore, 10 points would be the maximum final score obtainable and 6 points the minimum final score for those that pass all individual thresholds.

Hence, only project proposals scoring above the overall threshold will have the option of being proposed for final selection within the Open Call. The table below summarises the approach:

Criterion	Max. Score (points)	Threshold (points)	Weights
Impact	10	6	40%
Excellence	10	6	30%
Implementation	10	6	20%
Transnationality	10	-	10%

## 5. General questions related to formalisation of partnerships and administrative issues

### 5.1. What kind of agreement/contract is required to be signed by selected applicants?

Selected applicants will become the ELIIT beneficiaries. The agreements/contracts with the beneficiaries will be managed by the ELIIT Project Consortium. The lead partner of the selected partnerships will be requested to sign a Grant Agreement with the Consortium Leader (AITEK).

The main objective of this agreement is to validate financial and technical operational capacity from the partners and establish rules for receiving support for the ELIIT project.

Partnerships will have to submit the following documents:

- Legal Entity Form accompanied with the supporting documents (e.g. registration, tax certificates).
- Financial Identification Form.
- Proof of Identity



- Consortium Agreement between the participants

All the administrative tasks required to perform from the beneficiaries throughout the project will be provided during the partnership agreement formalisation.

## **5.2. What is the funding scheme?**

The following payment scheme will apply:

The first 20% will be provided 30 days after the invoice submission resulting from the formalisation of the partnership and grant agreements.

Based on the positive evaluation of the midterm report, another 40% will be paid 30 days after issuing the second invoice.

A payment equals to 20% will be carried out following the formal approval of the final report and corresponding work validation by the consortium and 30 days after issuing the third invoice.

The balance 20% payment will be effective upon the full attendance at all the international events and networking activities as stated in the contract.

Funds will be disbursed to the lead partner.

## **6. General questions related to contact details and other enquires**

### **6.1. Who should applicants contact if they need help with the application process or more information regarding the ELIIT project?**

Applicants may contact the ELIIT project helpdesk – [helpdesk@eliitproject.eu](mailto:helpdesk@eliitproject.eu) for further information and queries.