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Deliverable D4.3

Report on open-call procedures and rules and publication summary

Work Package 4

Open Call setup, implementation and selection of Application
Experiments

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EXECUTIVE SUMMARY

The present document, D4.3 “*Report on open-call procedures and rules and publication summary*” describes the open call procedures & rules implemented within EARASHI to monitor the Open calls, the evaluation and selection process:

- The scope, structure and timeline of EARASHI open calls
- The evaluation and selection process
 - Eligibility check
 - Feasibility check
 - Technical evaluation
 - Business evaluation
 - Consolidation and selection
 - Notification
 - External expert board

The open call results are discussed in the deliverable D4.4 “*Open call results and analytics on proposals submitted*”, which is submitted in parallel.

ACRONYMS

ADR	AI, Data and Robotics	FSTP	Financial Support to Third Parties
AE	Application Experiment	KoM	Kick-off Meeting
AI	Artificial Intelligence	MSD	MusculoSkeletal Disorders
BB	Building Block	OC	Open Call
CF	Cascade Funding	ROS	Robotic Operating System
FAQ	Frequently Asked Questions		

TABLE OF CONTENTS

1	INTRODUCTION.....	6
2	SET-UP OF THE GENERAL PROCESS – OPEN CALL STRUCTURE & AE SELECTION PROCESS.....	7
2.1	Open Call scope & structure	7
2.2	Open Call timeline.....	8
2.3	Open Call proposal submission phase	9
2.4	Evaluation and selection of the granted AEs	10
2.4.1	Eligibility check.....	10
2.4.2	Feasibility check.....	11
2.4.3	Technical evaluation	11
2.4.4	Business evaluation	12
2.4.5	Consolidation & selection.....	13
2.4.6	Notification	14
2.4.7	External expert board	14
2.4.8	AE implementation	15
3	SUMMARY	16
	ANNEXE 1: EARASHI APPLICATION TEMPLATE.....	17
	ANNEXE 2: EARASHI NOTIFICATION TEMPLATE.....	25

1 INTRODUCTION

EARASHI project, HORIZON Europe, aims to improve working conditions, trust, and acceptance of collaborative embodied AI in robotic systems, for the production machines/tools sector. This is achieved by supporting Industry, especially start-ups and SMEs, in the uptake of advanced digital and eco-responsible technologies (in particular AI, data, and robotics). This approach will help employees in their daily activities and improve their working conditions, leading to a productivity increase. EARASHI adopts a worker-centric approach by considering workforce well-being and health (e.g., MSD and stress), design thinking methodology of production machines, worker acceptance, and ethics.

EARASHI set-up and published 2 open calls (M6 and M13) with focus areas and challenges to improve working conditions in the production machines field -health, safety and well-being- and increase productivity via human-centred collaborative embodied AI, data & Robotics. The 10 selected projects/beneficiaries will

- benefit from Financial support to Third parties (FSTP, Cascade funding) – up to 200 k€ (100% funding rate for Start-Ups and 70% for SMEs);
- get access to EARASHI leading-edge technologies (BB) and test facilities from RTOs and industrial partners, business support, mentoring by industrial pairs, support in ethics, system integration, and user acceptance, thus lowering both their technical and business barriers.

EARASHI targets to

- fund 10 projects;
- foster pan-European collaboration with at least 50% of selected projects being cross-border;
- enable agile responses to urgent needs and open strategic autonomy in digital and future emerging enabling technologies, with 80% of the selected AEs having market potential, and more than 20% of the selected AE reaching TRL8-9 two years after the end of their project.

To that purpose, by means of the open calls and the FSTP, EARASHI partners provide access to Technological BB and Key Competencies for the selected application experiments. The foreseen BBs available through the open calls (technology transfer support) and the key competencies that will be provided through webinars and coaching are listed on the website.

The deliverable D4.3 addresses the procedures & rules implemented within EARASHI to monitor the Open calls, the evaluation and selection process up to the notifications to all the applicants:

- The scope, structure and timeline of EARASHI open calls
- The evaluation and selection process: Eligibility check, Feasibility check, Technical evaluation, Business evaluation, Consolidation and selection, Notifications to all applicants and External expert board

The open call results are discussed in the deliverable D4.4 *“Open call results and analytics on proposals submitted”*, which is submitted in parallel.

2 SET-UP OF THE GENERAL PROCESS – OPEN CALL STRUCTURE & AE SELECTION PROCESS

2.1 Open Call scope & structure

EARASHI, Embodied AI/Robotics Applications for a Safe, Human-oriented Industry, aims at **improving working conditions, trust, and acceptance of collaborative embodied AI in robotic systems**, for the production machines/tools sector. Its outcomes are expected to help employees in their daily activities and **improve their working conditions**, leading to a productivity increase. A **worker-centric approach** by considering workforce well-being and health (e.g., MSD and stress), design thinking methodology of production machines, worker acceptance, and ethics.

The R&D demonstration projects targeting EARASHI challenges are expected to reach Technology Readiness Level (TRL) 7 starting from TRL 4-5, following a competitive based approach.

The demonstration projects have to target one of EARASHI 10 challenges and respecting EARASHI scope, e.g.:

- Support the industry in the uptake of advanced digital eco-responsible technologies (in particular AI, Data and Robotics)
- Support workers in their daily activities and improve their working conditions (safety, health and well-being) leading to a productivity increase
- Adopt a worker-centric approach by considering worker well-being and health at work (e.g. MSD and stress), design thinking methodology of production machines, worker acceptance and Ethics.

The 10 challenges are defined by the External Advisory board following the methodology discussed in D3.2 ‘Challenge preliminary Market Analysis’. The complete list of challenges is available on the website at <https://earashi.eu/challenges/>.

Besides funding, the selected projects benefit from EARASHI programme are:

- Integration of a Technical building block of your choice and associated expertise, among the Building Block portfolio offered by EARASHI (<https://earashi.eu/building-blocks/>).
- Coaching services such as Business, human-centered design, eco-design, cybersecurity, engineering system integration, mentoring & access to validation facility (<https://earashi.eu/coaching-services/>).

The granted projects are expected to have impact on

- Decrease of the number of workers that perceive stress at work/the number of accidents at work/number of workers already suffering from MSD
- Increase of the number of ROS-users
- Improvement of trust in AI, Data and Robotics (implementation of ADR in manufacturing)
- Machine retrofit and refurbishment
- Deployment of eco-design approach
- Standardized, easy, non-hazardous dismantling processes shortened in time and costs.

Pan-European demonstration projects (EU member states or Horizon Europe associated countries are strongly encouraged, through the cross-border collaboration:

- With EARASHI partners providing the technical building blocks and expertise
- Through the companies building up the proposal

The granted projects products are expected to have market potential and reach commercialization as project's outcome.

Any Proposal must:

- Be proposed by a micro-consortium of a minimum of 1 independent legal entity (maximum 2) including exclusively Start-up or SME, established in the Member States of the European Union and its overseas countries and territories (OCT) and Horizon Europe associated Countries
- Involve an EARASHI building Block partner chosen among the BB portfolio.
- Address one of 10 EARASHI challenges.

EARASHI open call scope and requirements are fully detailed on the website open call page (<https://earashi.eu/open-call-scope/>), in the [Guide for Applicants](#), in the FAQ section, in the [proposal template](#). They are also discussed in details through the open call webinars which recorded versions are available online at [Events/past Events](#) (<https://earashi.eu/our-events/>).

2.2 Open Call timeline

The two open calls are launched at M6 and M13 respectively (see Figure 2 for overview). Each call remained open during 12 weeks then the evaluation & selection phases are designed to last less than 3 months so that the overall timing between call opening and applicant's notifications is 6 months.

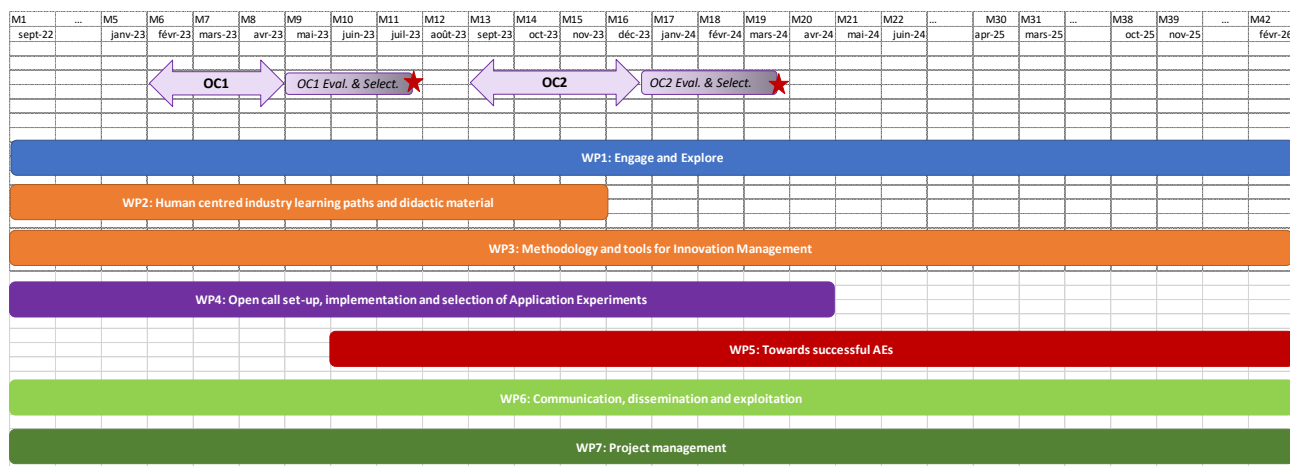


Figure 1: EARASHI – Overall planning

Each open call results in the selection and implementation of 5 Application Experiments, to start as soon as possible after the selection process has finished.

The open call and the accompanying selection process are organized in 4 steps:

- 1) The call is open as well the submission page. The proposals are submitted in a single stage process using the submission page open on EARASHI website. Proposals can be updated until the call is closed. Submission after the call closure are not possible.
- 2) External reviewers are allocated after the closure of the call.
- 3) Evaluation and selection of the submitted proposals by external experts and EARASHI consortium.
- 4) Validation of the selected proposals by the project officer of the EARASHI project and notification to all applicants.

The timeline of this process (in weeks) is illustrated just below:

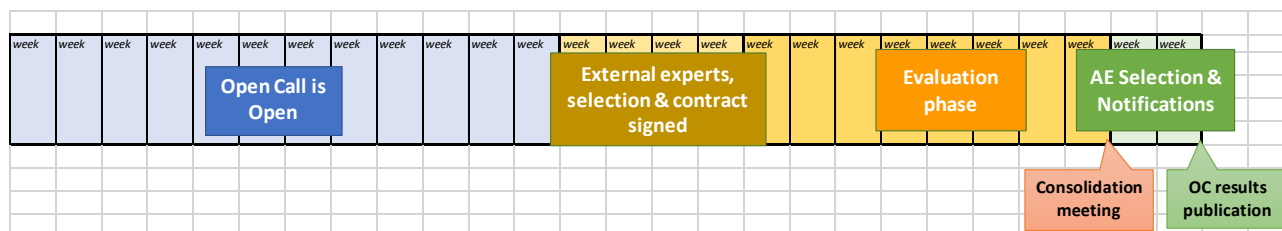


Figure 2: EARASHI – Open call process timeline (in weeks)

2.3 Open Call proposal submission phase

The proposal application forms based on HORIZON Europe Proposals for EARASHI open calls are submitted in a single stage, by submitting a complete proposal through EARASHI submission portal. A complete proposal is composed of three documents:

- 1) Proposal description report: technical description-oriented: small document (20 pages maximum) written in English and submitted under pdf format (Application form document).
- 2) A recorded pitch, business-oriented: 7 min recorded video in English.
- 3) The “Eco-design maturity level” questionnaire (available on the registration page) fully completed.

To support applicants during the proposal process, a “*Guide for Applicants*” is compiled and made available on the website at

https://earashi.eu/wp-content/uploads/2023/09/EARASHI_Guide-for-Applicant_OC2_vf27092023.pdf

The guide provides interested third parties with detailed information about the call and the rules to submit their proposals (*Guide for Applicant: The Guide for Applicants offers guidance for preparing a proposal for submission to EARASHI Open Calls. It provides an introduction to how to structure your proposal. It also describes how the proposal should be submitted, and the criteria on which it will be evaluated*).

The content of the guide is based on the HORIZON Europe guide for applicants provided by the European Commission. A mandatory proposal template (see Annexe 1) has been created to ensure a uniform structure and the quality of the proposals. Both documents can be downloaded from the EARASHI website.

An automatic acknowledgement of receipt is sent to all applicants at the call closure. Late proposals or proposals submitted to any other address or by any other means are not evaluated.

To support the applicants during the submission phase and for each of the open call, the consortium set up:

- A FAQ session (<https://earashi.eu/faq/>) sharing the questions and their answers received by emails/1-to-1 contacts/calls/etc.
- 3 webinars about the open call specificities and requests. The first webinar provides an overall presentation of the call scope and targets, the open call requests and advice to submit a good proposal. It is followed by 2 webinars organized as online helpdesk, answering questions of the attendees.
- 1 webinar to present the video pitch guidelines.

The 2 series of webinars ‘*Overall presentation of the open call*’ and ‘*Video pitch Guidelines*’ are recorded and available on EARASHI website at <https://earashi.eu/our-events/>.

As part of the recommendation, the open call participants are invited to contact the consortium to get more insight of the call, to ensure that the building block they are targeting is well suited to the project and check

the feasibility of the project, to make sure that their foreseen application fits the open call scope and objectives. Based on previous experience, this helps to ensure a high quality of the submitted proposals to generate a broad base of eligible AE proposals.

2.4 Evaluation and selection of the granted AEs

The evaluation and selection process followed by EARASHI is illustrated in the following figure:

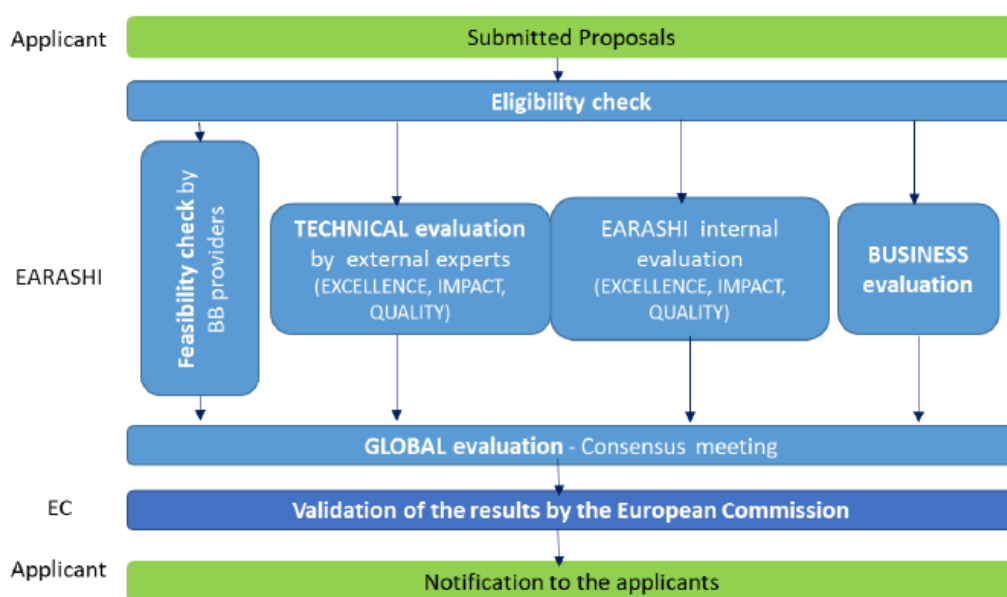


Figure 3: EARASHI – Open Call – Evaluation & selection process

After the closing of the call, the submitted proposals are evaluated within 8 weeks by the EARASHI project in light of the criteria that govern the Commission’s original evaluation and selection of their projects through an Internal Evaluation Committee (IEC) with the assistance of external experts and an additional business case evaluation. The objective is to notify all the applicants 3 months maximum after the call is closed.

2.4.1 Eligibility check

The first step is to check the **ELIGIBILITY** of every proposal in order to discard the ones that are not eligible for evaluation and selection, as described in the *Guide for Applicants*, §5.1. The eligibility requirements are:

- 1) The proposal description is written in English, the recorded pitch is in English and the eco-design questionnaire is fully completed.
- 2) The submitted documents are readable (not corrupted), fully completed and using the templates and requests, for both the proposal description and recorded pitch.
- 3) The proposal is submitted by a legal entity established in one of the countries mentioned in *Guide for Applicants*, §3.1 *Eligible countries*.
- 4) It confirms that the “Standard AE Agreement” available on the website (https://earashi.eu/wp-content/uploads/2023/02/EARASHI_Standard-contract_template.pdf) has been read and is intended to be signed if the proposal is selected.
- 5) Its content corresponds to the call topic description (in scope/out of scope).
- 6) The company(ies) is(are) from Eligible countries (see *Guide for Applicants*, §3.1).

- 7) The company(ies) claiming cascade funding are Start-up or SME (see definition in *Guide for Applicants*, §3.2)).

A proposal will only be deemed “out of scope” in clear-cut cases when there is no obvious link between the proposal and the scope of the call. If the proposal is partially aligned with the scope of the call, it will be evaluated (in any case).

Then in parallel (in order to optimize the evaluation & selection duration) the feasibility check, the technical evaluation by both external expert and EARASHI internal evaluation and the business evaluation are performed.

2.4.2 Feasibility check

The **FEASIBILITY CHECK** is done by the BB providers in order to validate (or not) the feasibility of the submitted projects regarding the selected building block, technical feasibility in time and available resources. The output is a GO/NOGO decision. Thanks to the contact and discussion between the applicants and the BB owners during the submission phase, very few proposals are considered as non-feasible. The applicants are informed accordingly.

2.4.3 Technical evaluation

The **TECHNICAL EVALUATION** is carried in the light of the criteria that govern the European Commission’s original evaluation and selection of their projects (as detailed in *Guide for Applicants*, §5.2). The Technical evaluation of Application Experiment proposals is based on scores given according to three basic criteria: *Excellence*, *Impact*, *Implementation Quality* of the AE. The expectations and guidelines for each criteria are detailed in the *Guide for applicant*, §5.3.

The Technical evaluation is conducted by both by external experts designated by EARASHI consortium and EARASHI internal evaluation committee:

- The **external expert board** has been populated with every partner recommendation and so far includes 24 people with both industrial and academic profiles, competencies covering AI, Data and Robotics, coming from all over Europe. For each open call, due to the large of proposals to evaluate, 2 groups of 3 external evaluators in principle were selected (e.g. 6 external evaluators per open call), mixing background, competencies and nationalities. Each evaluator has to evaluate half the proposals (e.g. 23 per evaluator for both OCs). Due to some availability issue, for the 2nd open call, 8 evaluators were involved in order to reduce the number of proposals to evaluate for some of the experts.
- **EARASHI internal evaluation** was conducted following the same principle for the 2 open calls:
 - All partners are involved in the evaluation.
 - The partners are split into 3 working groups of 3-4 evaluating a set of 11-12 proposals.
 - The proposals are distributed so that an EARASHI partner is not involved in the evaluation of a proposal targeting one of his BB or of a proposal having being in deep contact with during the submission phase (thus avoiding conflict of interest).

A *Guide for reviewers* is provided to the external expert in order to define the framework of EARASHI open call and to provide guidance for the review criteria and scoring (*Guide for Reviewers: The Guide for Reviewers contains basic information needed to guide you in reviewing proposals in context of EARASHI Open Call*). It was

also shared with EARASHI internal evaluators (https://earashi.eu/wp-content/uploads/2024/05/EARASHI_Guide-for-Reviewer_v20122023.pdf).

For every proposal, each technical reviewer (e.g. 3 external experts and 1 internal evaluation group) allocates scores from 0 to 5 in each of the three categories (Excellence, Impact, Quality of implementation) for every Application Experiment proposal:

- Each score is weighted the same with the weighting factor 1. Half marks may be given.
- Evaluators are asked to score proposals as they were submitted, rather than on their potential if certain changes were to be made. When an evaluator identifies significant shortcomings, they must reflect this by awarding a lower score for the criterion concerned.
- The scores indicate the following with respect to the criterion under examination:

0	Proposal fails to address the criterion or cannot be assessed due to missing or incomplete information.
1	Poor. The criterion is inadequately addressed, or there are serious inherent weaknesses/incoherences.
2	Fair. The proposal broadly addresses the criterion, but there are significant weaknesses/incoherences.
3	Good. The proposal addresses the criterion well, but a number of shortcomings are present.
4	Very Good. The proposal addresses the criterion very well, but a small number of shortcomings are present.
5	Excellent. The proposal successfully addresses all relevant aspects of the criterion. Any shortcomings are minor.

2.4.4 Business evaluation

The **BUSINESS EVALUATION** is performed by EARASHI industrial innovation partner BLUMORPHO, through a 7' video pitch recorded by the applicant describing: 1) Market attractiveness, 2) Differentiation, 3) The business mode / go to market, 4) Quality of the team and 5) Strategic fit for the company. This allows us to measure the Innovation readiness level of every applicants

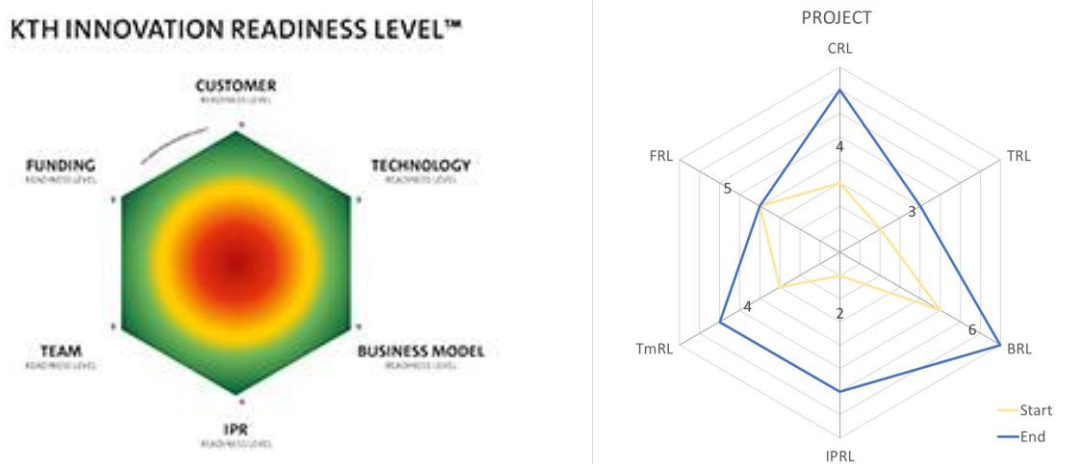


Figure 4: EARASHI business evaluation – innovation Readiness Level
(developed by KTH - KTH <https://www.kth.se/en/om/innovation/kth-innovation-1.956839>)

A dedicated webinar to provide guidelines and recommendation for the pitch video is organized for each open call. The recording is available on the website (<https://earashi.eu/our-events/>) and on EARASHI Youtube channel (<https://www.youtube.com/@EARASHIRoboticsChannel>).

The business case evaluation is performed in parallel to the technical evaluation and allocate a score from 0-5 to each AE proposal.

2.4.5 Consolidation & Selection

The final selection of the proposals is performed during the consolidation meeting, gathering all the partners at one EARASHI partners' premises. The consolidation meeting presents an opportunity for all proposals to be presented, discussed and evaluated as a whole (overall score) while taking into account the evaluation produced by the three parallel processes (e.g. external, business and internal evaluations).

The application overall score is calculated as follows

Criteria / scoring	Ext Exp. 1	Ext Exp. 2	Ext Exp. 3	EARASHI WG1,2,3	Business eval	Total for the proposal	Threshold
Excellence (/5)	E1	E2	E3	E_{EAR}		$E=(E1+E2+E3+2*E_{EAR})/5$	3
Impact (/5)	I1	I2	I3	I_{EAR}		$I=(I1+I2+I3+2*I_{EAR})/5$	3
Quality (/5)	Q1	Q2	Q3	Q_{EAR}		$Q=(Q1+Q2+Q3+2*Q_{EAR})/5$	3
Business (/5)					Bu1	Bu=Bu1	3
Total (/20)						Tot=E+I+Q+Bu	13

Figure 5: EARASHI – Open Call – AE Overall score calculation

The total score of a proposal is reached by calculation the sum of all individual scores of the evaluated criteria of a proposal. Each criterion is equally weighted. Therefore, the overall maximum score for an experiment proposal is 20.

All the scores and comments are consolidated in one big master file, thus giving access to both every evaluation scoring and comments (each external expert, EARASHI internal evaluation and business evaluation) and the overall total score and ranking. The Open Call master file is key for the consolidation meeting discussion and the final selection.

For a proposal to be considered for funding, each individual score must meet a minimum threshold, which is 3 out of 5 points. The total sum of the individual scores must reach the minimum threshold of 13 points.

For each of the open call and as results of the OC (OC12 and OC2 resp.) consolidation meeting, a list of 6 to 8 proposals was proposed with the Top 5 as granted solutions and 1 to 3 as waiting list.



Figure 6: EARASHI - OC1 and OC2 consolidation days

The two consolidation meetings, for OC1 and OC2 resp., took place on

- July 11 & 12, 2023 in Leuven (Belgium) hosted by Flanders Make
- March 6 & 7, 2024 in Porto (Portugal) hosted by INEGI

2.4.6 Notification

As it is expressed in the *Guide for Applicant*, all the applicants (granted and rejected) are informed and receive a notification including an Evaluation Summary Report (ESR) merging all the comments provided by the external evaluators, EARASHI internal evaluation and the business evaluation. In case of feasibility issue, this is also specifically mentioned in the notifications, see template in Annexe 2.

The notifications are sent between 2 and 3 weeks after the consolidation meeting. Meanwhile the list of grantees are submitted to the EC for validation (one week process). Thus, the OC1 and OC2 applicants have been informed of the OC results on July 21, 2023 and March 27, 2024 resp.

2.4.7 External expert board

The external experts are individuals from different sectors: science, industry or academic and with experience in the field of innovation to increase the overall expertise. These experts are internationally recognized authorities in the relevant. It is ensured that the selected experts are free of conflict of interest to every involved party.

OC selected external experts have to sign a contract and an NDA. They receive a financial allocation on a base of 500€ per day and assuming reviewing 10 applications per day (claim of costs). The coordinator monitors the external experts' allocation payment.

EARASHI external expert board was composed thanks to EARASHI partners' propositions. Most of the external reviewers were known to EARASHI partners through previous projects relying or not on Cascade funding:

- 24 experts
- 20% female
- Coming from all over Europe, as it can be seen in Figure 7 illustrating the nationalities across EARASHI external expert board.

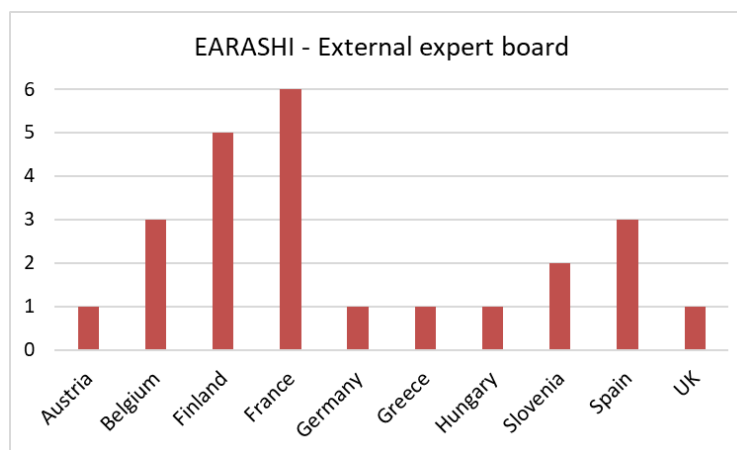


Figure 7: EARASHI - External expert board – nationality

- External expert profiles

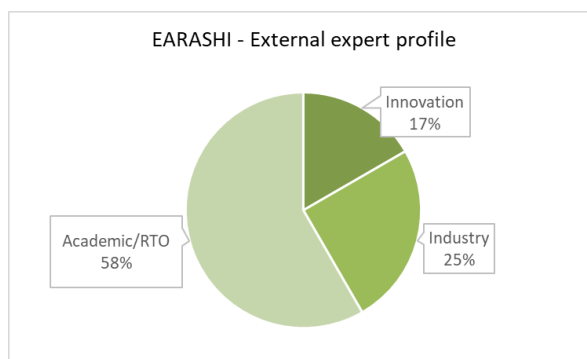


Figure 8: EARASHI – External expert profile

For every open call, the external experts are selected in order to mix profiles, competencies and countries and depending on their availability. Each expert is invited to a one-to-one call to present EARASHI open call, the evaluation process and answer all the questions. As already mentioned, each external expert has to fill in and sign the external expert contract and the EARASHI NDA. EARASHI provides a Guide for Reviewer, the list of proposals to review and excel file to register the various scores of each application (Excellence, Impact, Quality of Implementation) and the associated comments. They are informed of the open call granted projects when the open call results are notified and made public.

2.4.8 AE implementation

After the granted projects are notified, they are contacted by their monitoring partners to fill in and sign the standard contract, setup the KOM thus launch the selected AE, following the procedure described in D5.3 '*Monitoring process set-up description*'.

3 SUMMARY

EARASHI targets to fund 10 projects thanks to 2 M€ of FSTP in order to enable agile responses to urgent needs and open strategic autonomy in digital and future emerging enabling technologies. To that purpose, EARASHI set ups two open calls, providing access to Technological BB and Key Competencies for the selected application experiments.

The two open calls are implemented following the same procedure

- Call opening for 12 weeks
- 4 main step evaluation & selection process: 1) Eligibility check, 2) Feasibility check by the BB owner, 3) Technical and Business evaluation (Technical evaluation: external experts and EARASHI internal committee, Business evaluation by EARASHI innovation management partner), 4) Consolidation meeting and validation of the grantees by the EC.
- Notifications to all applicants (including ESR) less than 3 months after the call closure.

The two open calls timelines are the following:

	Open Call 1	Open Call 2
Call opens	February 15, 2023	September 28, 2023
Call closes	May 12, 2023	December 20, 2023
External experts allocation & signed contract	May 30, 2023	January 15, 2024
Evaluation period	June 5 – June 30, 2023	January 25 – February 23, 2024
Consolidation meeting	July 11-12, 2023	March 6-7, 2024
Validation by the EC	July 13 – July 20, 2023	March 12-20, 2024
Notifications to all applicants	July 21, 2023	March 27, 2024

The open call results are discussed in the deliverable D4.4 *“Open call results and analytics on proposals submitted”*.

The granted projects implementation follow the procedure described in D5.3 *‘Monitoring process set-up description’*.

ANNEXE 1: EARASHI APPLICATION TEMPLATE



OPEN-CALL-2 APPLICATION-FORM

Call-Information

Identifier: EARASHI-02 (call-n°02)

Project-full-name: Embodied AI/Robotics Applications for a Safe, Human, Industry

Acronym: EARASHI

Grant-Agreement-N°: 101069994

Deadline: 20.12.2023, 5 pm (CET)

IMPORTANT-NOTICE:

The maximum total length of the technical proposal (Section 1-3) must not exceed 20 pages (minimum font dimension: 11, font: Calibri, minimum margins: 1,5 up/down – 1,5 left/right) not including the title page, the administrative declarations and Section 4 – Ethical issues. Proposals exceeding the page length indicated will be penalized with a discount to the final score proportional to the number of exceeded pages. Applicants are free to provide limited additional information such as letters of support or additional data or references in the Appendix that does not count to this page count.

Please note that in case of two companies jointly submitting a proposal, the technical proposal number of pages is extended up to 22 pages.


Recommendations and guidelines in the Guide for Applicants.

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Grant Agreement 101069994–EARASHI

APPLICATION-EXPERIMENT–COMPANY- INFORMATION

To be duplicated if more than one company is involved


Participant organisation/company: [Organization/Company name]				
Organization/Company-Number: [Organization/Company number or national equivalent (if available)]				
Company status:				
Year of creation: [Start-up/SME]	Size – equivalent full-time:	Number of employees:	has attracted more than €50k early stage private sector:	has demonstrated sales growth over 50% pa:
Year of creation of the company:	Number of full-time equivalent staffs:	Number of employees in total:	[Yes/No]	[Yes/No]
Country:				
Contact person name: [Name]				
Contact person phone number: [Phone number]				
Contact person email: [Email address]				
Contact person position in the organization/company: [Position in the company]				
Contact partner: [EARASHI Partner contacted prior to submission]				
EARASHI-targeted challenge(s): [Insert the EARASHI challenge(s) you are targeting]				
EARASHI-Building Block partnership: [Insert the EARASHI Building Block you would like to use]				

Please make sure that your information here is the same as that you entered in the submission portal.

Email address to which the Acknowledgement of Receipt should be sent:
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Note:
All parts of this document in dark blue color or red are explanatory guidance notes. Please delete these guidance notes and replace them with your own text. Do not delete headings, subheadings, and tables. Sauit de page.

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EARASHI Grant Agreement 101069994 –EARASHI

TABLE-OF-CONTENTS

ADMINISTRATIVE-DECLARATIONS 4

LIST-OF-ACRONYMS 5

PROPOSAL-SUMMARY 6

1→ EXCELLENCE 7

1.1→ Concept and Objectives 7

1.2→ Proposed Innovation-Description 7

2→ IMPACT 8

2.1→ Industrial-relevance-and-potential-impacts 8

2.2→ Eco-design-approach 8

2.3→ Business-plan-summary 9

3→ IMPLEMENTATION 9

3.1→ Company-Description 9

3.2→ Cooperation-and-partner's-role 9


3.3→ Workplan-including-the-project's-duration 10

3.4→ Justification-of-planned-resources-and-budget 13

4→ ETHICAL-ISSUES 14

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EARASHI Grant Agreement 101069994 –EARASHI

ADMINISTRATIVE-DECLARATIONS

Please answer the following questions. Failure to answer them might render the proposal ineligible to be selected for funding.

1. We confirm that the proposed work has not previously, or is not currently been funded under any other (Regional, National or EU) programme.

Yes → No →

If you select "No" or do not select anything here, the proposal might be ineligible to be selected for funding. Please contact EARASHI Helpdesk for guidance if you do not know how to answer this.

If appropriate or necessary, please add a comment here, explaining your answer to the question above.

2. We confirm that the company "name of the company" does exist, is not bankrupted and has or will have the necessary stable and sufficient resources to implement the EARASHI Application Experiment.

Yes → No →

If you select "No" or do not select anything here, the proposal might be ineligible to be selected for funding. Please contact EARASHI Helpdesk for guidance if you do not know how to answer this.

If appropriate or necessary, please add a comment here, explaining your answer to the question above.


3. We confirm that we have read the "Standard Agreement" and that we intend to sign it in the event the Application Experiment is selected for funding.

Yes → No →

If you select "No" or do not select anything here, the proposal will be ineligible to be selected for funding. Please contact your EARASHI Helpdesk for guidance if you do not know how to answer this.

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• **LIST-OF-ACRONYMS**

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• **PROPOSAL-SUMMARY**

Mandatory (maximum of 2000 characters including spaces)

Describe your proposal at high level. It has to be clear which challenge(s) your proposal is focusing on.

Please note that this information will be used for dissemination purposes.

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1→ Excellence¶

1.1→ Concept and Objectives¶

Please identify the challenge(s) your application proposal aims to tackle.¶

Describe the specific concept and objectives for the application experiment, which should be clear, measurable, realistic and achievable within the duration of the application experiment (max. duration 18 months—regardless of its duration, each AE has to be finished by the end of EARASHI on 28.02.2026, including all possible delays in the experiment).¶

Objectives should be consistent with the selected challenge(s), the expected exploitation, and the impact of the application experiment. Describe how your application experiment will answer the selected challenge(s).¶

It is highly recommended to list your objectives in bullet points/table form indicating target KPIs per each objective identified.¶

RECOMMENDED 0.5 PAGES¶

1.2→ Proposed Innovation Description¶

Please provide an overview of the progress beyond the state of the art, the potential innovation and the targeted product.¶

Describe how you ensure to be GDPR compliant and how to respect security and privacy.¶

- Describe the advance your proposal would provide beyond the state of the art, and to what extent the proposed work is ambitious. You may indicate the TRL of your experiment (start and target at the end of the project).¶
- What is the main differentiator of your proposition compared to the state of the art or existing product?¶
- Describe the innovation potential, which the proposal represents for your company/ies. Where relevant, refer to products and services already available on the market. Please refer to the results of any patent search carried out.¶
- Describe the measures to respect European policies regarding data protection and privacy, how you ensure to be GDPR compliant.¶

Is the feasibility of the solution demonstrated already?¶

□ NO.¶

□ YES. → Describe the state of maturity of your solution (recommended about 200 characters).¶

Describe the targeted product, highlighting the innovation / added value regarding the market offer. What about the integration? What is your previous experience with this solution? (e.g. max 1000 characters)¶

Describe the level of innovativeness of your proposed solution.¶

- Provide a competitor analysis against existing products, research projects, patents, etc.¶

RECOMMENDED 2.5 PAGES¶

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https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/support/fao/2896¶

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2→ IMPACT¶

2.1→ Industrial relevance and potential impacts¶

Describe the industrial relevance of your project, potential impact (turnover, employment, market size, IP management sales, return on investment and profit), exploitation plan and business view.¶

Provide insights on how your project will contribute to.¶

- The potential impact on the industry, on your market, on the end-users, including the improvement of the innovation capacity of your company/ies.¶
- Social and environmental or any other impact that could be derived from your project.¶

Please be specific and provide only information that applies to the proposal and its objectives. Wherever possible, use quantified indicators and targets.¶

RECOMMENDED 1.5 PAGES¶

¶

2.2→ Eco-design approach¶

Describe the global company strategy / perspectives / potential in terms of sustainability in general (current status, level of involvement if any, running process if any, contribution to circular economy etc.). More importantly, provide a specific focus on your eco-design* approach (if you have already implemented such approach or what you would foresee) and how this articulates with your company strategy. Provide some highlights of what you foresee that could be done in this project, which difficulties have you identified so far: resources, technical issues, business impact, etc. What are the added values you are looking for?¶

The objective of this section is to understand your project's potential in terms of eco-design. You do not need such an approach already deployed in your company. The different services proposed by EARASHI are designed to be tailored to your company / project needs. To understand your status with respect to eco-design approach, provide insights on.¶

- The maturity level of our company to run settle / run eco-design approach, using the ~~word questionnaire~~ "ECO-DESIGN-MATURITY-LEVEL" (mandatory for the submission). Quantify the maturity level using a range from 1 to 5 (1 being the lowest level).¶
- The opportunity of introducing an eco-design approach in this project. Quantify the opportunity using a range from 1 to 5 (1 being the lowest level).¶

Please be specific and provide only information that applies to the proposal and its objectives. Wherever possible, use quantified indicators and targets. What matters is not the maturity level but the potential of setting up or strengthening an eco-design approach, the capacity of your company and its positioning and motivation to integrate such approach.¶

*The eco-design approach aims to integrate the environment impact from the design stage of a product or service, and throughout its life cycle. This transversal methodological approach guarantees a global reduction of the environmental impacts of the product-service system with a life cycle vision.¶

RECOMMENDED 0.5 PAGES¶

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2.3→ Business plan summary¶

The business case evaluation will be performed via a recorded pitch with guidelines provided on the website as well as bootcamps, webinar. All information relevant for the evaluation must be included in the recorded pitch. Additional information included in the written proposal will not be considered in the business case evaluation.¶

What is the market attractiveness of the proposal?¶

What is the business model? Explain how you will make money with this product or service (revenue model, etc.). Explain your sales and marketing strategy.¶

Please prepare a brief summary (based on your recorder pitch).¶

RECOMMENDED-0.5-PAGES¶

¶

3→ IMPLEMENTATION¶

3.1→ Company Description¶

Provide a brief description of the legal entity (e.g., the type of company, age, size, country, focus domain(s), tech/non-tech, "newcomers" to EU programs or have prior experience), the main tasks and the previous experience relevant to those tasks. ~~Also~~ provide a short profile of the individuals who will be undertaking the work.¶

Describe the needed expertise from the involved EARASHI Building Block provider (please refer to the Building blocks catalogue available on EARASHI website at <https://earashi.eu/building-blocks/>).¶

Specify the needed support for Business Coaching from EARASHI partner (please refer to the Guide for Applicants, section §3.7).¶

Indicate what support is needed from EARASHI partners regarding the following topics and the rationale for it. Look at the attached Coaching Services catalogue (<https://earashi.eu/coaching-services/>) in order to know more details about the proposed coaching services as for¶

1. → Human-centric design coaching¶
2. → Eco-design-¶
3. → Engineering System integration support¶
4. → Mentoring by industrial pairs and access to Validation facility.¶

RECOMMENDED-1-PAGE to 1.5-PAGES-max, depending on the needed support¶

¶

3.2→ Cooperation and partner's role¶

Please describe who is your EARASHI Building Block partner and what is your expectation in terms of their involvement (expertise, technical support, task & deliverables implication, etc.).¶

If more than one company is involved in the project, please discuss the role of each company, their complementarity and their synergy with the Building Block partner.¶

RECOMMENDED-MAX-0.5-PAGES¶

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3.3→ Workplan including the project's duration¶

Please provide the following:¶

- Brief presentation of the overall structure of the work plan and timing of the workplan (15-18 months recommended).¶
- List of necessary competencies, EARASHI services that could be used or that are targeted.¶
- GANTT Chart to visualize the duration of the individual Work Packages (WPs) over the duration of the Application Experiment.¶
- Detailed work description (use the template provided below; 1 table per WP).¶
- List of deliverables using the provided table.¶
- The 3 WPs (Communication, Dissemination & KPI, Eco-design approach and ETHICS) listed below are compulsory and should be included in your workplan and budgeted in your costs. Keep in mind that EARASHI consortium will strongly support you for these 3 WPs.¶

RECOMMENDED-3-PAGES¶

Work-Package-Number:¶	Start-Date:¶	End-Date:¶
Work-Package-Title:¶	¶	¶
Planned-Person-months:¶	¶	¶
Objectives¶	¶	
¶	¶	
Description of work (where appropriate, broken down into tasks)¶	¶	
¶	¶	
Deliverables (brief description and month of delivery)¶	¶	
¶	¶	

¶

¶

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→ 10¶



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Work-Package-Number: 1a	Start-Date: project-starts	End-Date: project_ends
Work-Package-Title: 1a	Dissemination, Communication & KPIs	
Planned-Person-months: 1a		
Objectives: 1a		
During the AE implementation and follow-up (till EARASHI closure, February 2026):		
<ul style="list-style-type: none"> Participation to EARASHI communication and dissemination activities Contribution to EARASHI KPI and metrics targets 		
Description of work (where appropriate, broken down into tasks):		
With the support of EARASHI partners:		
<ol style="list-style-type: none"> Contribution to the collection about worker population on accidents & well-being (MSD, stress) at work thanks to Questionnaires performed among your worker population: <ul style="list-style-type: none"> Record the number of respondents and compare to the total number of employees Questionnaire prepared by the EARASHI consortium Contribution to the EARASHI survey on acceptance and trust of your workers that adopt the solutions developed under the project: Survey deployed among your workers Prepare a flyer describing the selected project: Challenge, Solution provided, EARASHI/team strength, Impact, company description + illustrative picture (EARASHI selected projects' portfolio). Each template and writing support will be provided by EARASHI team. You can find the template and writing support in the EARASHI template repository. Make an executive video of your solution of the Application Experiment, which states (non-exhaustive list) short description of the company, description of the challenge, your proposed solution (including which Building Block has been used) and a testimonial how EARASHI has helped you in advancing your solution and in gaining market share/customer traction. Provide a customer testimonial. Guidance and structure will be given, as well as Technical Support that will be provided by EARASHI communication officer (CECIMO) At the end of the project, write up of a document (success story) along the lines of your executive video Participate at least to one social networking event setup by EARASHI 		
Deliverables (brief description and month of delivery):		
D1.1: Selected project flyer (project_start + 1 month) D1.2: Selected project executive video (project_end + 1 month) D1.3: Selected project success story (project_end + 1 month) D1.4: Answers to EARASHI Questionnaire about worker population on accidents & well-being (MSD, stress) at work (project_start, project_end) D1.5: Answers to EARASHI survey on workers' acceptance and trust (project_end)		

Work-Package-Number: 2a	Start-Date: project-starts	End-Date: project_ends
Work-Package-Title: 2a	Eco-design approach	
Planned-Person-months: 2a		
Objectives: 2a		
<ul style="list-style-type: none"> Integration of the Smart Green Deal concepts with AI (smart recycling, automation of energy efficiency, digitalisation, cybersecurity, eco-design) and illustration Implementation of the Eco-design approach through one of EARASHI service level designed to provide support adapted to every company, depending on their eco-design maturity level 		
Description of work (where appropriate, broken down into tasks):		

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116



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1. Answers to EARASHI questionnaire on eco-design approach potential and adoption at the start and the end of the project						
2. Deployment of one of EARASHI eco-design approach services depending on the company eco-design maturity level and company's specific needs						
Deliverables (brief description and month of delivery):						
D2.1: Description of the Eco-design approach deployment (Analysis of the company eco-design maturity level and selected service, Eco-design support outcomes and impact on the company eco-design level) (project_end)						

Work-Package-Number: 3a	Start-Date: project-starts	End-Date: project_ends
Work-Package-Title: 3a	ETHICS	
Planned-Person-months: 3a		
Objectives: 3a		
To make sure that all the measures are taken in order to respect European policies regarding data protection and privacy, and be GDPR compliant		
Description of work (where appropriate, broken down into tasks):		
<ol style="list-style-type: none"> Occupational safety of the workers: <ul style="list-style-type: none"> Identification of the risks Mitigation measures Selection of the workers who should participate to the project: <ul style="list-style-type: none"> Process of volunteers' recruitment (information and consent) Data protection: <ul style="list-style-type: none"> Identification of processing of personal data Main measures to implement where personal data are processed 		
EARASHI consortium will provide support, guidance and methodology & templates		
Deliverables (brief description and month of delivery):		
D3.1: Description of the measures taken to respects Ethics EU policy (Occupational safety of workers, Process for Selection of workers, Data protection measures) (start_project + 6 months)		

Deliverable-Number	Deliverable-Name	Work-Package-Number	Participant-Name	Type	Dissemination-Level	Delivery-Date

Use one of the following codes:

- R: Document, report
- DEM: Demonstrator, prototype
- DEC: Patents filing, press & media actions, videos, etc
- OTHER: Software, etc

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117



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¶

3.4→ Justification of planned resources and budget ¶

Please provide a summary of required efforts per WP using the table below. ¶

RECOMMENDED 0.5 PAGES ¶

¶

Participant Name¶	WP-Number¶	Estimated-Eligible-Costs¶					
		Effort- (PM)¶	Personnel-Costs- (€)¶	Other-Direct-Costs- (€)¶	Indirect-Costs- (€)¶	Total-Costs- (€)¶	Requested-Funding- (€)¶
¶	¶	¶	¶	¶	¶	¶	¶
¶	¶	¶	¶	¶	¶	¶	¶
¶	¶	¶	¶	¶	¶	¶	¶
Totals¶		¶	¶	¶	¶	¶	¶

¶

¶

¶

¶

In column 'Effort', insert the required person-months for the work involved. ¶

¶

In column 'Personnel-Costs', insert your personnel costs for the work involved. → ATTENTION: The personnel costs are to be consumed by the workforce in the country where the Third-Party that has been granted the fund is registered (a transfer of funds to affiliated or associated organizations is not allowed and would fall within the subcontracting rules). ¶

¶

In column 'Other-Direct-costs', insert any other direct costs, for example, material or travel costs (technical meetings, dissemination activities as for instance the participation to EARASHI networking event, etc.) ¶

¶

In column 'Indirect-costs', insert your indirect (overhead) costs, 25 % of all your direct costs. ¶

¶

In column 'Total-costs', calculate the sum of all your indicated costs. ¶

¶

In column 'Requested-Funding', insert your requested EC contribution. ¶

¶

Depending on your company status, you may request up to: ¶

→ 100% of the total costs for a Start-up ¶

→ 70% of the total costs for a SME ¶

¶

The maximum funding per Application-Experiment is 200 k€ at a funding rate of either 100% or 70% of the budget depending on your company status, start-up or SME respectively. ¶

..... ¶

¶ You may refer to the Guide of Applicants for further information on these different categories of costs. ¶

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→ 136



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¶

→ For a start-up: funding of 200 k€ corresponds to a total budget of 200 k€ ¶

→ For a SME: funding of 200 k€ corresponds to a total budget of 285.7 k€ ¶

¶

Multiple-Application-Experiments per applicants are possible, with total maximum funding of 200k€ per applicant considering all the experiments where the applicant is involved in (through the two open calls). ¶

¶

If an Application-experiment involves more than one company, the maximum funding available is 200 k€, to be shared among the companies, taking into account the funding rate specificities (start-up, SME) when establishing the budget. ¶

¶

Please consult our guide for applicants for more details. Further in-kind support—as described in the open call text and the guide for applicants—is provided on top of the funding contribution. ¶

¶

Up to 15% of the ~~gross~~ funding may be used for specific subcontracting tasks that neither the EARASHI partners nor the Third party can carry out. Please provide sufficient justification on what and why you need to subcontract some of your tasks. ¶

¶

~~Provisions for possible future losses or charges, exchange losses, costs related to return on capital, costs reimbursed in respect of another Union action or ~~proceedings~~, debt and debt service charges and excessive or reckless expenditure are ineligible costs and cannot be included into the budget. ¶~~

¶

Provisions for possible future losses or charges, exchange losses, costs related to return on capital, costs reimbursed in respect of another Union action or ~~proceedings~~, debt and debt service charges and excessive or reckless expenditure are ineligible costs and cannot be included into the budget. ¶

¶

4→ ETHICAL ISSUES ¶

EARASHI complies with the European policies regarding data protection and privacy and respects fundamental ethical issues particularly those outlined in the European Code of Conduct for Research Integrity". ¶

All data that are brought into an Application-Experiment or that are processed in an AE must be GDPR-compliant and should comply with the anonymization and minimization principle. ¶


Please answer the following questions and provide rationale whenever an answer is Yes. ¶

Does your proposed work involve¶	
1. Human embryos and fetuses¶	Yes/No¶
2. Humans¶	Yes/No¶
3. Human cells/ tissues¶	Yes/No¶
4. Personal Data¶	Yes/No¶
5. Animals¶	Yes/No¶

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→ 146



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6. Third-Countries	Yes / No	8
7. Environment and Health & Safety	Yes / No	8
8. Dual-use	Yes / No	8
9. Misuse	Yes / No	8
10. Other Ethics issues	Yes / No	8

¶

If the answer is "YES" to any of the questions besides Personal Data (1.) and Environmental, Health and Safety (7.), please contact EARASHI project at info@earashi.eu or one EARASHI partner, for guidance on the issue. ¶

For more information on ethical issues, please consult the documentation provided by the European Commission: ¶

https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/guidance/how-to-complete-your-ethics-self-assessment_en.pdf ¶

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→ 158

ANNEXE 2: EARASHI NOTIFICATION TEMPLATE

EARASHI
GA 101069994

OC1 EVALUATION SUMMARY REPORT



EVALUATION SUMMARY REPORT

Proposal ID:			
Proposal Acronym:			
Company:			
Country:			
Selected BB			Targeted challenge
BB owner			

ABSTRACT

•

EVALUATION

Score						
Total (/20):		Excellence (/5):	Impact (/5):	Quality (/5):	Business Case (/5):	

0: the proposal fails to address the criterion or cannot be judged due to missing or incomplete information. 1: Poor – the criterion is addressed in an inadequate manner or that there are inherent weaknesses. 2: Fair – while the proposal broadly addresses the criterion, there are significant weaknesses. 3: Good – the proposal addresses the criterion very well, although certain improvements would be necessary. 4: Very good – the proposal addresses the criterion very well, although certain improvements are still possible. 5: Excellent – the proposal successfully addresses all relevant aspects of the criterion in question. Any shortcomings are minor.

1

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GA 101069994

OC1 EVALUATION SUMMARY REPORT



Reviewer comments

Excellence

-
-
-

Impact:

-
-
-

Quality and the efficiency of the implementation:

-
-
-

Comments on the business case:

2