OPEN CALL – APPLICATION FORM

Call Information

Identifier	:	EARASHI-open call
Project full name	:	Embodied AI/Robotics Applications for a Safe, Human, Industry
Acronym	:	EARASHI
Grant Agreement N°	:	101069994
Deadline	:	dd.mm.yyyy, 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.

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:
[Start-up / SME]

Year of creation	Size – equivalent full time	Number of employees	has attracted more than €50k early stage private sector	has demonstrated sales growth over50% pa.
Year of creation of the company	*Number of full-time equivalent staff*	*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:

[insert]

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.

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ADMINISTRATIVE DECLARATIONS

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

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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.

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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.

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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.

4

LIST OF ACRONYMS

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 may be used for dissemination purposes.

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[1] of your experiment (start and target at the end of the project).*

  What is the main differentiator of your proposition compare 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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[1] https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/support/faq/2890

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 is not already mentioned.*

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 whether or not such an approach is 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 side 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

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

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)			

Work Package Number: 1	Start Date:project-start	End Date:project_end
Work Package Title:	Dissemination, Communication & KPI	
Planned Person-months:		

Objectives

During the AE implementation and follow-up (till EARASHI closure, February 2026):
- 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

1. Contribution to the collection about worker population on accidents & well-being (MSD, stress) at work thanks to Questionnaires performed among your worker population:
   o Record the number of respondents and compare to the total number of employees.
   o Questionnaire prepared by the EARASHI consortium
2. 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
3. Prepare a flyer describing the selected project: Challenge, Solution provided, EARASHI/team strength, Impact, company(ies) description + illustrative picture (EARASHI selected projects' portfolio). Flyer template and writing support will be provided by EARASHI team (monitoring partner and communication officer).
4. 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.
5. At the end of the project, write-up of a document (success story) along the lines of your executive video.
6. 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 sucess 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_mid)

Work Package Number:2	Start Date:project-start	End Date:project_end
Work Package Title:	Eco-design approach	
Planned Person-months:		

Objectives

- Integration of the Smart Green Deal concepts with AI (smart recycling, optimisation 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)

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 ofthe Eco-design approach deployement (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:3	**Start Date:project-start**	**End Date:project_end**
Work Package Title:	ETHICS	
Planned Person-months:		
Objectives		
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)		

1. Occupational safety of the workers
    o Identification of the risks
    o Mitigation measures
2. Selection of the workers who should participate to the project
    o Process of volunteers' recruitment (information and consent)
3. Data protection
    o Identification of processing of personal data
    o 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 policie (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[2]	Dissemination Level	Delivery Date

[2] Use one of the following codes:
    R: Document, report
    DEM: Demonstrator, prototype
    DEC: Patents filing, press & media actions, videos, etc.
    OTHER: Software, etc.

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 (€)
	Total						

In column 'Effort', insert the required person months for the work involved.[3]

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:

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

- *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 cascade funding may be used for specific subcontracting tasks that neither the ERASHI partners nor the Third party can carry out. Please provide sufficient justification on what and why you need to subcontract some of your tasks.

Please consider that all budgeted costs must comply with the applicable national law on taxes, labor and social security and must be in compliance with the rules and conditions laid out in Council and Parliament decisions relevant to the HORIZON EUROPE framework programme, in particular - but not exclusively - "Regulation (EU) 2021/695 of the European Parliament and of the Council of 28 April 2021 "

Provisions for possible future losses or charges, exchange losses, costs related to return on capital, costs reimbursed in respect of another Union action or programme, 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

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

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