Call for Proposals

Call Guidelines for Activities to start in 2022

Frequently Asked Questions

Legend

FTO   = Freedom to operate

FRM   = Financial return mechanism

FRMA   = Financial Return Mechanism Agreement

GA   = Grant Agreement

KAVA   = KIC Added Value Activity

KER   = Key Exploitable Results

KIC   = Knowledge Innovation Community

KPI   = Key Performance Indicator

KTI   = Knowledge Triangle Integration

NGO   = Non-governmental organization

PA   = Partnership Agreement

RIS   = Regional Innovation Scheme

ROI   = Return of investment

SAM   = Serviceable Available Market

TRL   = Technology Readiness Level

1 TRL and Commercialisation questions

1. How can the TRL be proven? Are there any specific requirements regarding the proof to be provided in the proposal?

   The requirement to prove the TRL 7 or above is an open format. Applicants must demonstrate that TRL 6 is completed. The proof will vary depending on the type of innovation proposed. Proof can be in the form of prototypes, data, feedback from tests/ trials, consumers' assessment, and/or any documentation that demonstrates the completion of TRL 6.

2. TRL7 means projects are ready to go to market. Is there a possibility for projects with a lower TRL to be funded? Are there any Calls for proposals for TRL<5?

   At the moment EIT Food's Call for Proposals only considers a TRL 7 or above (completed TRL6 at the time of the proposal submission).

3. In terms of the commercialisation of "different" innovations: what if we are planning to commercialise a product based on a technology to create several "generations" of that technology, e.g. v.1.1, v.1.2, etc. Can we do it in the course of 3 years of funding, e.g. 2022-2024?

    This would be acceptable and eligible for funding only in the case that each year of funding delivers significant impact. Specifically, the "generations" of the same technology would need to demonstrate significant added-value to EIT Food. Examples might be: addressing an additional target consumer in the second year, or entering a different market or geographical region.

4. Is one marketed innovation required per year of project funding? Is the requirement to propose one marketed innovation per calendar year? For example, an activity starting in 2022 and lasting 24 months will need to have an innovation per year in 2022, 2023, and 2024?

    Please refer to page 11 of the Call Guidelines for specific instructions related to the KPI EITHE02.1 Marketed Innovations. Activities are required to deliver at least one marketed innovaion in 2023. If an activity is requesting funding in 2024, at least one additional (and different) marketed innovation must be delivered by the end of 2024.

5. How detailed is the document expected to be to show proof of TRL?

    The requirement to prove the TRL 7 or above is an open format. Applicants must demonstrate that TRL 6 is completed. The proof will vary depending on the type of innovation proposed. Proof can be in the form of prototypes, data, feedback from tests/ trials, consumers' assessment, and/or any documentation that demonstrates the completion of TRL 6.

6. I'm a startup founder at my university and interested in your open Call 2022. How serious is your requirement in terms of TRL 7? We are actually at TRL 5 but assume to launch an innovative product in the next two years? Could we apply anyway or just with another partner who is already in a later TRL stage?

    This specific EIT Food Call for Proposals will only consider proposals at a TRL 7 or above (completed TRL6 at the time of the proposal submission). Proof of TRL 7 is also requested as mandatory documentation to submit a proposal. Please also bear in mind, that as an eligibility criteria, organisations must legally incorporated entities in the EU or in a Horizon Europe eligible country for a minimum of 2 years.

2 Financial Sustainability questions

1. Could you please provide more background information on the financial return mechanism (FRM)?

    Financial sustainability has been a critical component of EIT's focus over the past two years. Our success as a KIC in bidding for future EIT grant depends on ensuring we meet our financial sustainability forecast, which requires us to generate revenue through multiple channels. We need to demonstrate to EIT that we are building the foundations for strong future revenue streams, which is why we have increased the ROI in this Call to a minimum of 50% of the value of the grant (35% for RIS projects). This level of return strikes the balance we need between the ambition and structure required by the EIT, generating revenue for the KIC from our mutual success, and allowing projects to choose the mechanism which best suits them.

    For Innovation projects, each project must produce at least one designed and tested product or service before the end of 2023. Further, each project must have a financial sustainability mechanism that enables the KIC to benefit from the commercial success of the products or services created. A strong financial sustainability plan is thus a key evaluation criterion and a significant asset for a proposal. The consortium must also have a balance of partners with the capability to run the project and commercialize the outcomes. As this is an Open Call, partners have the opportunity to tailor their Consortia appropriately.

2. Is it correct that the financial return mechanism is only enforced if the project is successful in the product's exploitation?

    Yes this is correct. The "success fee" as agreed in the Financial Return Mechanism Agreement (FRMA) is trigered once the product has been commercialised. It is expected that the consortium will exploit the product, in order to receive funding. The activity will be monitored regularly throughout the grant period to ensure compliance. Note that in case no revenues are generated during the agreed period in the FRMA, EIT Food reserves the right to request Access rights of the Key Exploitable Results from the Consortia.

3. Is the exploiting party responsible for the reimbursement of the total grant recieved?

    The reimbursement rate is equal to at least 50% of the grant received. The Exploiting Party is responsible to EIT Food for the reimbursment (on its own behalf and on behalf of the other partners in the consortium). Therefore, the Exploiting Party and the Consortium Partners must agree in the Consortium

Agreement on all the details related to commercialisation, including the Exploiting Party or Parties responsibilities.

4. What is the timeline for the 50% return on investment?

The start of the exploitation period must take place at the latest two years after the Activity ends. Please note that the total allowed exploitation period linked to the return of the 50% "Success Fee," cannot exceed six years.

5. If the project is longer than 1 year in duration, when would the financial sustainability return be expected to be paid?

The "Success Fee" as agreed in the FRMA is due at the latest two years after the Activity ends. Please note that the total allowed exploitation period linked to the 50% revenue sharing cannot exceed six years.

6. What does the +2% increase per year mean in the Financial Sustainability Mechanism? Does it mean that to be able to return "only" 50%, the money needs to be paid one year after the project has ended? Is it that each additional year taken to reimburse the grant will cost +2% in addition to this 50%?

This concerns a risk-adjusted financial return and is not related to the timing of the exploitation. The 2% indicated is only an example. It is up to the Consortium to propose this risk-adjusted rate above the 50%. Please see page 19 of the Call Guidelines for more information.

7. Can a proposal indicate more than one Exploiting Party so that the financial sustainability payback can be shared? If there are two or more Exploiting Parties, how would they distribute the reimbursement of the total grant received at the 50%?

Yes, a proposal can indicate more that one Exploiting Party and the distribution of the reimbursment of the 50% of the received grant is up to the Consortium to internally decide, by the means of the Consortium Agreement.

8. Given that the exploiting parties will partly pay back the funding, does this mean that Universities (as Education partners) will not need to pay back the grant?

It is up to the Consortium to decide which organisation(s) in the Consortium will be responsible for the exploitation, the reimbursment to EIT Food and the signing of the FRMA. It can be any type of partner, including a university.

9. This year EIT Food offered a standard FRM that was based on 15% or 25% of the budgeted grant. Has this now changed to a competition on who pays back the most?
    The standard mechanism no longer exists. Instead, it has become part of the evaluation process and is a competitive element of the proposal. Proposals should have a credible business case and business model of KERs.

10. How do you check the revenues generated? Will an audit be needed? This would raise the already very high administrative burden.
    This will be based on a trusting relationship, planned regular meetings, and the exploiting partner signing a declaration with the revenues as stated in the "term sheet." Also, EIT Food will have the right to conduct an audit if deemed necessary.

11. What happens if the revenue generated doesn't reach a level that makes it possible to return 50% of the EIT Food grant?

    It depends on the revenue mechanism that it is proposed. KAVAs will be selected based on market analysis and credible predicted revenues. If for whatever reason the revenues are not reached in a maximum period of 6 years because the project was not successful, then the money will not be returned. This means EIT Food is taking the risk, but of course the predicted revenue will be evaluated carefully. Also, EIT Food will be in the position to request additional access rights if no revenues are being generated and exploitation has taken place.

12. What is expected from non-profit partners (universities etc.)? What do they contribute to the FRM? It seems that everything rests on the shoulders of the companies...
    It depends on the Consortium and role of each partner in bringing the innovations to the market. It is up to the KAVA consortium itself to agree between themselves how to deal with the Financial Return Mechanism. The Exploiting Partner is the one that will sign the FRMA, as well as being responsible for agreeing with the consortium about payments and the roles of the different parties.

13. Do all exploiting parties have to sign the FRMA? Can the exploiting parties change during the lifetime of the project?
    New partners included as Exploiting Parties must be included by means of an amendment to the FRMA. All exploiting parties must sign. However, if during at some point in the project one exploiting party leaves and another joins,

adjustments via an amendment to the Financial Return Mechanism Agreement can be made.

14. Additional Access Rights: Is this a commercial license or only a right to publish? When will it be determined if this is an exclusive or non-exclusive right?
Exclusive or not exclusive rights will be agreed upon during the Access Right Agreement negotiations. This is a commercial license and must include EIT Food´s right to licence.

15. How does this transfer of Access rights work in practice? Are the partners still allowed to publish scientific articles?
Yes, partners will be allowed to publish scientific articles. Please see the Revenue Sharing Mechanism Agreement on the Call 2022 website for more information.

16. Is a FTO (Freedom to Operate) a mandatory part of the proposal?

No, it is not mandatory but is recommended.

17. What is the expected length of a good business model?
There is no need to create a long business model to receive a positive score, but the basic information must be provided to make the proposal strong. It is about the quality of the information provided more than the quantity.

18. It would be very helpful if you could give a deeper explanation of the FRM for universities that are non-profit organizations.
It is up to the consortium partners to agree between themselves on how to deal with the FRM. Universities together with the other consortium partners (e.g., industrial partners that can commercially exploit) may agree that the FRM is linked to the revenues or certain measurable results generated by the industrial partner. In some projects, research organisations or universities generate knowledge (foreground) which is the basis of the commercialised product and royalties are being paid. Contributions by Universities to the FRM could be related to that, but this is just an example and situations can vary from project to project. EIT Food leaves complete freedom to the KAVA partners to "make a deal" between themselves. The "exploiting party" (typically an industrial partner, but this is not an obligation) will sign the FRMA with EIT Food and will be responsible to act on behalf of all the partners.

19. Can you please explain the difference between the IP rights owners and exploiting partners? There are Start-ups, SMEs and Corporates but do they all need to apply together or can anyone of them apply in cooperation with a university?

IP owners and Exploiting Partners do not need to be the same organization. E.g., a university can generate foreground IP and a SME or corporate can exploits it. The Consortium must agree on these terms in a Consortium Agreement or similar internal document. Each type of organisation can apply independently. However, it is expected that the applicant organisation can exploit the results in some way.

3 Cost Eligibility questions

1. If the maximum reimbursement is 1.400.000, then the maximum eligible costs are about 2.300.000. Is this calculation correct? Or is it that the maximum eligible costs are 1.400.000 and only 60% of that will be reimbursed?

   Neither, of these is correct. There is no limit of eligible cost, however EIT Food will fund up to 60% of the total eligible costs of the project (reimbursement rate). 60% is the maximum amount but less is also fine.

2. Are there general rules for cost reimbursment to correctly submit the budget in the proposal?

   Please refer Annotated MGA Horizon Europe for all cost queries.

3. What is the co-financing % of non-EIT Food members?

   There is no difference and the same reimbursement rate will be applied to all members of consortia. EIT Food will fund up to 60% of total eligible costs of the project.

4. Can the funds received be used to pay for partnership fees?

   That will not be possible because the pre-financing is only possible once the membership-fees are paid and related agreements are signed.

5. Is it possible for a public research body to provide co-financing with the salaries of researchers?

   All costs need to be eligible, so costs cannot be funded by other EU funds. The costs need to be incurred by the beneficiary. Therefore, they must be recorded in the accounting and directly linked to the projects.

6. Is there a minimum grant size that can be applied for per year? What is the maximum size of the grant?

The indicative maximum EIT grant amount is up to 400kEUR for 2022 and up to a maximum of 1.4mEUR during 2022-2024.

7. Given the retroactive 4 months cost eligibility, does this mean that preparation costs for the proposal can be included as eligible costs?

No, they cannot be included as eligible costs.

4 Consortium Eligibility and EIT Food partnership questions

1. Who can participate in EIT Food Call 2022? Can you elaborate the process?

Please see the Call for Proposals 2022 Guidelines section 5. This Call is open for any organisation that is eligible for Horizon Europe funding. Therefore organisations do not need to be EIT Food Partners at the time of submission. However, once a proposal is selected, organizations that are not yet EIT Food partners must become partners. The partnership onboarding process will be guided by CLCs, but for partnership types please see https://www.eitfood.eu/news/post/more-info-on-eit-food-partnerships .

While working on your budgets, please check the EIT Funding limits of the each partnership category as they differ based on partnership type. As a side note, membership fees must be paid as soon as the approvals and registrations at EIT Food are completed. Please check section 8 in Call Guidelines to see more details regarding the consortium criteria.

2. Is it compulsory to become an EIT Food partner if the proposal gets approved for funding?

Yes, once a proposal is selected, organizations that are not yet EIT Food partners must become partners. The partnership onboarding process will be guided by CLCs, but for partnership types please see https://www.eitfood.eu/news/post/more-info-on-eit-food-partnerships

3. Is a specific category of EIT Food partnership required depending on the level of financing received for this Call?

Please check the EIT Food website, which includes both the summary and the legal documents regarding partnerships.

https://www.eitfood.eu/news/post/more-info-on-eit-food-partnerships

4. Some organisations need to have a confirmation of financing before allocating the budget to the project. Will the communication received at the end of April include such a confirmation?

   A confirmation letter will be sent to all selected projects.

5. What is the role of the UK? Is it eligible for this Call?

   UK organisations are welcome to apply to this Call under the Re-Associating countries category.   Once the UK is an eligible country under Horizon Europe, EIT Food will amend the category to eligible country.

6. What is the role of Israel? Is it eligible for this Call?

   Israeli organisations are welcome to apply to this Call under the Re-Associating countries category.   Once Israel is an eligible country under Horizon Europe, EIT Food will amend the category to eligible country.

7. If the project is currently funded by a different funding scheme (under Horizon Europe), but this funding will end in June 2022, is the project still eligible to apply for this EIT Food Call to support the further development and improvement of the product and market activities in 2022-24?

   A project cannot be funded twice by two different Horizon Europe programmes. A consortium is welcome to submit a proposal based on previous research even if it was funded by other EU programmes.

8. It is stated that the project cannot be co-funded by other European projects. Does it exclude the Horizon projects?

   KAVA costs cannot be funded by any other European funding.

9. Are start-ups who have been founded within the last 2 years eligible for this Call? In the Call Guidelines, it is indicated that one must be "a legally incorporated entity in a EU or Horizon Europe eligible country, which has been incorporated for a minimum of 2 years".

   Any consortium member must be older than 2 years.

10. Can a Rising Food Star be an exploiting partner? Are there any limitations or restrictions?

    Yes, they can be exploiting parties. However, organisations must be older than 2 years. For RFS specific questions please see our website and contact points.

11. Is there any way to apply for this Call without a consortium? Can only one SME without a consortium apply for this Call?

No, that is not possible. Please see Consortium Eligibility Criteria in the Call Guidelines.

12. Do I need to be related with one of the partners of EIT Food?

You need to build a consortium according to the Call Guidelines. The Consortium does not need to have an EIT Food partner in it. However, if the proposal is selected for funding each member of the Consortium must become an EIT Food partner.

13. Can you also apply for the Call when you are already a start-up?

Yes. In the Call Guidelines, it is indicated that one must be "a legally incorporated entity in a EU or Horizon Europe eligible country, which has been incorporated for a minimum of 2 years." The creation of a start-up can also be a KPI of a project.

14. Is it possible for an NGO (non-governmental organization) to support the proposal and join the consortium?

If the NGO has competences required in the proposal and has a high value to the outcome, they are welcome to participate.

15. Is it better to have the least amount of members in the consortium to avoid things moving slower, making it harder to keep track of KPIs and being able to get the momentum to move forward?

There is no definite answer to that. It is recommended to have a strong Consortium with complementary partners responsible for different parts of the project.

16. Is a consortium with more countries represented considered stronger / of more quality than one with fewer countries since there are are at least two countries required?

The origin of the partners has a minor role in the strength of the Consortium. The partners make up should make sense from a project perspective. The

quality and expertise of partners is more important than the exact number. The requirement of two countries is a minimum amount.

17. Are universities allowed or required to be in the consortium?

Universities are not required, but they are appreciated particularly in addressing the education part of the knowledge triangle integration. There is also a mandatory eligibility requirement whereby a proposal must involve organisations from at least two fields of the knowledge triangle : education/academia; research; business/industry.

18. If a specific University is the coordinator of the EIT Food HUB can some of the researchers of this University participate this EIT Innovation Call – as a leading partner or as partners of another institution in the proposal. Is this considered as conflict of interest?

There are no restrictions to HUBs or private companies participating in the Call but you will indeed need to become an EIT Food partner if the project is approved.

Please note that Network Partners cannot be consortium leaders. In accordance with the current partnership policy, Network Partners may recieve an EIT grant of up to €50K annually, which includes the costs incurred in connection to RIS HUB management.

19. Can independent businesses (private companies) in the field of agriculture apply this Call with researchers from the specific University acting as consultants or partners?

Yes, researchers can be subcontracted. Subcontractors must be selected in a competitive process and would usually be named at the time of application.

5 Duration of funded activities

1. Can an activity start in 2023 directly?
Activities selected for this Call must start in 2022. They will be submitted as part of the EIT Food Business Plan 2022 to the EIT.

2. When are projects expected to start? As feedback to the proposal is expected at the end of April 2022, the project could not start before May/June 2022, correct?
Yes, as indicated in the timeline in the Call Guidelines, applicants will be notified of their final selection at the end of April 2022. We therefore expect selected activities to start in May at the earliest.

3. Given a project start in mid-2022 and the maximum funding to 2024, does this mean that the projects are not 24 months long in practice, but rather 20 months?
Activities may last up to 24 months total and may span 2022-2024. Therefore, if the project starts in May 2022, it can last until May 2024.

4. If the project starts in mid-2022, can it only last about 6 months? Or is there a minimum duration of one year (until mid-2023)?
The project can request only six months of funding, however given the requirement to launch at least one product on the market by December 2023, the TRL for such an innovation would need to be quite high. We usually advise proposed activities to span a minimum of 12 months.

6 Submission and Evaluation of proposals

1. Can the application be worked on different days in PLAZA? Is it possible to save a draft of the application in PLAZA and continue afterwards?
Yes. PLAZA allows you to save your draft application and return to it later.

2. Are all mandatory documents necessary for the first evaluation step (14 January) or can some of them be uploaded during the full proposal stage?
All mandatory documents must be submitted on 14 January for both Parts A and B.

3. The higher the promised revenue, the better the evauation score. What exact mechanism is in place so that proposals do not simply provide unrealistically high numbers to achieve the highest score possible?
We need to ensure there is a Serviceable Available Market (SAM) to be able to provide a sound projected sales revenue. Independent external evaluators will read the proposals, and it is important that the proposal is robust to ensure the numbers provided are sound and credible. Evaluators will score proposals based on the detailed information and a sound market analysis provided. The maturity level is also important, since this is not only a research programme, and we are seeking projects with a very high probability of reaching the market in a very short time following funding being awarded. Therefore, maturity level, technology readiness level, etc, play an important role in the business case and business model.

21. What support does EIT Food provide in building consortia?
To find partners to complement your consortium, you can use our Open Innovation Platform HYPE: https://openinnovation.eitfood.eu.

Please also have a look here:
https://us06web.zoom.us/rec/share/92PcAZhYruc3nEp7X0iPEah5alYsw8pZ6od
R8ZBjpobYXJMedG2NOwPUUEAe08Rw.w3nzRt-
bW2xtCGNK?startTime=1637228219000

In PLAZA, there is also a file with existing EIT Food partners to contact in case you are looking for an exploiting partner: EIT Food Partner Mapping (for EIT Food partners only).

22. How can consistency in the used language of the texts and WP / roles description be ensured? Should the coordinator write / re-write all the texts or should all the partners write on their own?

The recommendation is to have a collaborative approach where each partner writes a text on their own topic. For consistency in the text, reserve one or two days to have one or two people to go through the document and adjust the wording and make amendments to be sure everything fits well together.

23. Is the registration to PLAZA a requirement to participate in a proposal?

Yes, you will need to upload the proposal and mandatory documents in PLAZA.

24. What is the difference between Output and Deliverables?

In the Call Guidelines Glossary, the definitions for OUT and DEL can be found.

25. Will the proposal for 2023 look the same as the one for 2022?

This cannot be foreseen at this point in time.

26. Is there an example of a public application that has succeeded and is accesible to have an idea how it looks?

No, all proposals are kept confidential. Also the proposal sections have changed since last year.

27. How long does it take to do the comprehensive application?

It all depends on the experience with proposal writing in general and how many resources there are in place for support.

28. Is the Excel Impact file needed for the submission?

No, it is a tool for you to map your impact pathway and then it will facilitate filling in the relevant sections in the proposal. It is just used in the preliminary phase before filling out the application.

29. Where in PLAZA are these numbers on Impact Indicators inserted and how will they be made visible?

Contribution to EIT Food Impact Pathways should be an integral part of the justification of your project's relevance for EIT Food, but must specifically be highlighted in section 2D of the proposal. The description of the expected societal and economic impact of your actions (section 2A, part B) should be consistent with the impact indicators that your project has chosen to address.

32. Is Tab 0 of the « Past EIT Food Activity(ies) » related to topics from all members in the consortium?

Only if the proposal builds on a previously funded EIT Food project, then please indicate the project name and KAVA number in this field.

33. What would be an example on what kind of information is expected in the supporting documents of TAB1?

The supporting documents are optional. It is a place to add for example more information on the partners (e.g., company profile,...), especially of the exploiting partner.

34. What is the difference between the workplan and the information on the Gantt chart?

The workplan is a description of the whole work to be implemented in the project. It includes all work packages with their start- and end dates, their OUT and DEL, and milestones, how they break down in smaller tasks and descriptions of the activities. The Gantt chart on the other hand summarises the workplan in a visual representation. It is more of a visual aid to present and visualise the project.

35. What is a recommendation regarding how long candidates should invest in writing and submitting a proposal?

It is a function of experience. The first version can be done in a few days by an experienced writer with a clear idea. In collaborative projects it will take more time. Between 10 days for experienced writers with a clear idea to 40 days with

a big team and less experienced writer. The high quality of the proposal is essential to being selected for funding.

36. Will the 'recommended KPIs' of the priorities in activity funding be given priority in the selection for the funding compared to other KPIs?

Reaching more KPIs will improve the impact and quality of the proposal and, thus, will improve the score for this evaluation criterion. The recommended KPIs are valued higher than the not-recommended KPIs, because they are a higher priority for EIT Food. So, they are given priority when comparing and evaluating two different KAVAs. But they still must be realistic.

37. How can diversity be part of the project to improve the impact?

It has to be clear how the project plans to attract different groups of people. Diversity can be addressed in the outreach to both customers and consumers of the project. Examples would be diversity´s role in the selection of target groups and market research groups, the selection of the team, etc.…

38. Do the applicants need to present an offer from an external provider of equipment or machinery related to facility or innovation, which should be built during the project? If yes, should these offers be attached to the proposal?

You do not need to indicate specific subcontractors (or provide any offers) at the time of application.

39. Which are the mandatory supporting documents to be uploaded?

Mandatory Documents must be uploaded in the application form (PLAZA)
- An Implementation Schedule (Gantt chart or other)
- A Business Model Canvas
- A Criticality template
- Proof of TRL 7 or above (TRL 6 completed and demonstrated)
- A Commercialisation and Revenue Sharing Mechanism template, which requires further supporting documentation, as follows:
    o Final business plan
    o SOM and market share supporting documentation
    o Evidence of product readiness level

7 Regional Innovation Scheme (RIS) questions

1. In a RIS proposal, if there is a partner that is not RIS, will this partner receive 85% or 60% of funding?
   The EIT food funding in RIS proposals is not dependant on the partner location. Activities funded through the allocated RIS budget can receive up to 85% of EIT funding as reimbursement of the total eligible Activity costs. All partners participating in RIS proposals will receive funding according to this percentage despite of their location.

2. RIS innovation projects receive 85% of EIT Funding. Is this only for partners from RIS countries or also for partners in other countries who participate in the project?
   The EIT food funding in RIS proposals is not dependant on the partner location. Activities funded through the allocated RIS budget can receive up to 85% of EIT funding as reimbursement of the total eligible Activity costs. All partners participating in RIS proposals will receive funding according to this percentage despite of their location.

3. We have read the Call document, but still have doubts about the RIS proposal scheme. It is written at the first element of eligibility that "The proposed activity should be implemented/developed in a minimum of 3 RIS countries." Does the development or the implementation stated above mean that we should choose pilot areas at least 3 RIS countries? Or is it enough for us to sell the product produced as result of the project at 3 RIS countries?
   The project should be developed/piloted/tested in at least 3 RIS countries. This does not mean that all the same activities need to be developed in the 3 RIS countries, each country can be responsible for a different testing for example. In the same line, although the testing must be developed across 3 RIS countries, the launch of the product can be done in just one RIS country.

4. We are 3 countries as Companies from Turkey and Greece, and Academia from Cyprus. Are we eligible as this group for RIS proposal? What is required to fulfil the Knowledge Triangle Integration?
   Eligibility of costs in 2022 will depend on the timely association of the country and the specific conditions of the association agreement. Following this, the eligibility for Turkey is very much dependant on the successful Horizon Europe Agreements for Associated countries, you can find more info in Section 8 of the Guidelines. We also would encourage you to have a partnership that engages as much as possible the participation of the 3 sides of the Knowledge Triangle

8 Other

1. Please clarify the maximum grant size. Currently it is unclear if 400.000 for 2022 / 1.400.000 for 2022-2024 are maximum costs of the project or maximum grant part provided by EIT Food.

   The indicative maximum EIT grant amounts up to 400.000 EUR for 2022 and up to a maximum of 1.4 mn EUR during 2022-2024.

2. Does under-promising act against the impact perception of a project?

   It is a balancing act. Ambitious goals are of course more attractive for EIT Food. The funding is based on the promised targets made in the form of KPIs, DELs and OUTs (the principle of best value for money). However external evaluators will score proposals based on whether targets are achieveable. For funded projects, an assessment of performance will be conducted during reporting. Underperformance can lead to lower grant reimbursement. 'Underpromise and overdeliver' is always better that the other way round. Future project funding can also be negatively impacted by poor performance in earlier projects.

3. How is this Call interesting for university staff?

   EIT Food encourages universities to have consortium members from their institutes, due to their experience in proposal writing and project management. Also scientists may find the Call useful to bring an innovation to the market, perhaps in combination with a start-up. Please note that EIT Food requires a high maturity level (TRL 7), as the overall aim is the market launch of an innovation.

4. Is there any advantage / disadvantage to partners participating in a few different applications?

   There is no limit to the number of projects that partners can apply to. However, depending on the partnership status there is a limit on the amount of funding that can be received. Additionally, it is important to keep in mind that there must be enough capacity to run multiple projects at the same time in case all applications are successful. Writing multiple applications can also have an influence on the quality of the individual applications.

5. How can universities manage the co-funding when action as part of the consortium, since they are public organisations?

Co-funding is a matter for the whole consortium. So it is up to the consortium to decide who contributes how much.

6. Are there limits on the contributions of each partner? For example, we envision a consortium of 1 technical company (Research/Innovation part of the triangle), 1 manufacturing partner (a bit of "Innovation" with a bit of "Business Creation"), and 2 farming companies as testers for us (and representatives of "Business Creation" / Industry). In this case a technical company (which is supposed to be the leader) and manufacturing partner will be handling the majority of work. Is it fine if our testing partners, as they are responsible for fewer activities (e.g., tests, trials, demo days organization), receive less money? With the majority of funds being used for the key activity?

The responsibilities of each Consortium will be explained in the budgets and tasks in the proposal. Partners with fewer tasks will budget less as they will fulfil less work. The consortium must co-fund a minimum of 40% of the total project eligible costs.

7. It is said that co-funding should be obtained from sources other than EU funding. Does that mean that funding obtained through a HORIZON EU project cannot be used to co-fund the EIT-project?

KAVA costs cannot be funded by any European funding. Please also see co-funding definition in Call Guideline page 2.

8. Is there an internal system that allows for long term monitoring in the Impact framework and what is the best way to get the information from the partners?

EIT Food monitors all funded projects on a quarterly basis. More information on project monitoring is provided in the Call guidelines on page 33.

9. Is there any way to reach out to somebody from the EIT Food Open Call organisers to discuss questions that are not listed in the FAQ?

The best way to contact us is via call2022@eitfood.eu. There it will be possible to set-up a Call and connect with the right person in EIT Food.