

EIT Health Business Plan Calls 2021 Innovation Projects

ANNEX1: Funding Models and FAQs

Funding Models

Funding Model 1 – Success-based contribution

Case 1: Success fee due at the completion of the project, calculated as 10% of the grant received by the partner that exploits the results for commercial purposes (in case of ‘market-facing’ projects) or the improvement of outcomes / cost-effectiveness (in case of ‘system and organisational innovation projects’)

Complementary rules:

1. If a Project is delayed by a few months regarding its deliverables, KPIs, Outputs, it will still be considered as successful as long as the delay would have been accepted during the MTR. In case delay would not have been agreed or communicated to EIT Health, EIT Health would reserve the right to take appropriate measures regarding the projects funding support.
2. Partners will have to report the achievements of their project and based on this EIT Health will then trigger the invoicing of the fee.
3. The entity commercializing the results from the Innovation project should always be part of the Consortium. Indeed If the partner exploiting the developed solution is not part of the consortium, the project will not be eligible. However, the case of a partner granting a license to an outside party will be consider as eligible. In this case EIT Health will consider the licencing as commercializing effort and will charge the fee to the partner licencing.
4. If an EIT Health (academic) partner grants a license to another commercial partner (EIT Health Partner or EPP) for the exploitation of the results that the (academic) partner owns, the following rule will apply:
oIf the commercial partner is an EIT Health Partner, the project will be eligible. In this case, the fee could be paid by the (academic) partner licencing or the commercial partner.
oIf the commercial partner is an EPP, then the project will only be eligible if EIT Health (academic) partner pays the success fee.
5. In the case of more complex arrangements in the project, it should be the Consortium deciding and informing EIT Health who should be the entity paying back the 10% taking into consideration all the previous rules.

Specific cases for SOI (System and Organization innovation) projects



6. In the case of SOI projects the Partner that captures the most value of benefits should be the one to pay the success fee. This partner needs to be part of the consortium (cf point 3). The Consortium has to inform EIT Health at the proposal stage which partner will pay the fee and why.

7. In the case the exploiting and/or most beneficiary party is unable or unwilling to pay a success fee (due for instance to the legal nature of the organization or statutes in governmental policy) then the project will not be eligible to the BP2021 Call.

Case 2: Success fee due at the successful commercialisation (in case of ‘market-facing’ projects) amounting to 5% [may be discussed case by case] of the gross revenues resulting from the successful exploitation of the Results of the Project, up to an amount of 50% of the grant received by the partner that exploits the results.

Complementary rules:

1. Partners will have to report the achievements of their project in terms of commercialization. Detailed agreement on the success fee payment agenda and modalities will be defined after notification of success.
2. The entity commercializing the results from the Innovation project should always be part of the Consortium. Indeed If the partner exploiting the developed solution is not part of the consortium, the project will not be eligible.

Funding Model 2 – Start up is created in the course of the project to commercialize the results

To be noted that the start up creation needs to take place at latest 18 months after the launch of the project.

FAQS

Stage 0

What is Stage 0?

Stage 0 is a service that EIT Health is proposing to support Partners increase the value of their project. It can be considered as a Project Preparation tool.

Who can benefit from Stage 0?

All KIC Partners (Core or Associate) in the partnership as well as Start-ups applying as lead in the frame of the Start-up Amplifier Instrument.

Who will be providing this service?

This service will be conducted by both CLC Innovation Managers and an Independent third party, a company with significant experience in the field and that will be selected by EIT Health e.V. after an EU-wide public tender.

Does it have any additional cost for partners?

No, it does not. EIT Health e.V. is contracting the third party.

What are the key dates to keep in mind?

Deadline to benefit Stage 0 support as well as submission of the Expression of Interest (EoI) as first step of the Stage 0 is the 11 December 2019, 16:00 CET (Munich time).

Is Stage 0 mandatory?

The Stage 0 first step, consisting of the submission of the Expression of Interest (EoI) by 11 December 2019, is mandatory in any case to allow the submission of a full proposal and to benefit from the supporting service. The follow-up step which consists of a supporting service proposed to partners is not mandatory.

What happens if partners do not submit the Expression of Interest (EoI) by 11 December 2019?

Partners will not be eligible to submit their full proposal on 25 March 2020.

How will Innovation Managers at CLCs/InnoStars be involved in the Stage 0 process?

The IMs at CLC/InnoStars will be the main contact of the partners through the whole Stage 0 process. After reception of the Expression of Interest (EoI), each CLC/InnoStars IM will make the first assessment round to estimate the level of maturity of the project. The IMs at CLC/InnoStars will then discuss with Directors at CLC/InnoStars case by case, and make the decision whether the project would get further access to external expert's support. If it is decided that partners are getting support from third party, the Innovation manager at CLC/InnoStars will always stay informed of the progress by any means.

Will any of the people from Third Party working with the Partners in Stage 0 be part of the evaluation process?

No, they will not. In order to avoid conflict of interest and as stated in evaluators' contract, evaluators (remote and hearings) will be different individuals than the consultants who will execute Stage 0.

What if partners have in-house expert, they would like to use for Stage 0?

Partners can use their in-house experts to prepare their proposal. In general, partners should use any resource that are available to them to improve the quality of their project. But those in-house experts cannot replace formally the third party selected by EIT health e.V. to execute Stage 0.

What if partners would like to have other external experts for Stage 0 than the third party selected by EIT health e.V.?

Partners can use any resources that are available to them to improve the quality of their project. But only third parties selected by EIT health e.V. to execute the Stage 0 can fulfill the requirements of the Stage 0. Any others can and will not be financially supported by EIT Health e.V.

What if a partner prepares a very good proposal which does not require a Stage 0 support?

All proposals should go under the step 1 of the Stage 0 process meaning the submission of the Expression of Interest (EoI) to CLCs by 11 December 2019. Innovation managers and directors at CLCs/InnoStars, after the first-round assessment, will be the one who are deciding the necessary support to be brought to partners by the third party selected by EIT Health e.V. to execute Stage 0.

What is the Expression of Interest (EoI) containing?

The initial document should include the basics for an initial review by the CLC/InnoStars Innovation Manager and follow the approved template. The same or an enhanced version after preliminary conversations with IMs can then go to the third-party consultants, if this step is implemented.

How do applicants go from Expression of Interest (EoI) to full proposal during Stage 0?

The Expression of Interest (EoI) serve as an intro to developing full scope of the Innovation Project proposal. Once the CLC/InnoStars Innovation Manager provides the first feedback to partner, partner could start working on the final proposal template which you may find the questions are supposed to extend the description from the Expression of Interest (EoI). As the conversations evolve between the partners and the IMs or the third party, new elements of the proposal will be validated and incorporated in the document.

How many times can the Partners repeat Stage 0 review?

There are no maximum times. There is only a minimum time: the partners need to send the Expression of Interest (EoI) by 11 December 2019 to initiate the process.

KPIs

How do Partners define sound KPIs?

When applying for a project the following should be covered:

- What is the end-goal of the project?
- Why is this goal important and how will it contribute to the goals above?
- How will the change towards the desired goal be followed by outcomes?
 - If applicable, are there outcome standard sets available for the medical condition?
 - If not, are there other measures available?
- How will the socioeconomic value be modelled or calculated?

Application rules

Who can be the Lead Partner?

All EIT Health partners, Core or Associate partner can lead projects. Linked and Affiliate Third Parties can also lead projects. External project partners which have applied to Start-up Amplifier can also lead projects.

What is the maximum funding cap per Innovation Project?

The maximum EIT available funding is 1 Mio euro per year per project for a maximum duration of 36

months.

What is required as composition of partnership?

Each partnership should include at least 2 partners from 2 different CLCs/InnoStars, where at least one them should be non-academic partner.

What is the deadline to apply?

There are two deadlines: the first one is the 11th of December 2019, 16:00 pm (Munich time) as submission deadline of the Expression of Interest, part of the Stage 0 process. The second deadline is the 25th of March as final deadline for all full proposals which went through the first step of Stage 0.

Remote review

How many reviewers will be evaluating the proposal?

All proposals submitted by the 25 March deadline will be evaluated by 5 external reviewers.

Hearings review

When will Partners be informed about the hearing's invitation?

The selected proposals will be invited to the hearings on the 4th of May 2020 once external evaluation is made and decision about number of projects invited to hearings done.

Is it possible to have a partner's representative present by teleconference during the hearings?

No, hearings are only face to face meeting.

How many people are sitting in the review panel?

Each panel consist of 4 to 5 external experts and is chaired by an EIT Health HQ representative.

How many Partners representative can represent the project during the hearings?

4 Partner representatives including the lead partner can take part in the hearings to present their project.

Feedback report

When will the partners receive their feedback report?

The feedback report will be circulated after invitation for the hearings for rejected projects. For the projects invited to hearings, the feedback reports will be released after the hearings, latest by 22nd of July 2020.

WP0

Should the Partners include WP0 activities in their proposal?

No. WP0 will be developed based on the feedback report received during the remote and hearings phase.