

D 3.1

Open Call Report



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ACCELERATING INNOVATION IN
HEALTH TECH, SMART CITY
AND GREENTECH

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1 About the URBAN TECH project

URBAN TECH supports the acceleration of competitive success of **European SMEs through market launch of new or significantly improved products and services with higher value (with higher quality, increased access, eco-innovative, resource efficient and internationally scalable)**. In long term perspective, the project aims to innovate and increase the competitiveness of European Health Tech, Smart City and Greentech industries globally.

URBAN TECH seeks innovative solutions to cross-sectoral and cross-border challenges, either public or private and brings together different stakeholders of the industry value-chain to cooperate and innovate together, as well as providing support to SMEs and start-ups in scaling their solutions and products globally. URBAN TECH partnership consists of cluster, innovation and entrepreneurial support organisations to SMEs and start-ups, mediators from 9 countries.

URBAN TECH focuses on industries, which are the ones who contribute to the emergence of healthy, smart, and green urban environment of the future: more sustainable, healthy, energy-saving, that creates new business opportunities, is resource efficient and eco-innovative. **Health Tech, Smart City and Greentech** are three emerging industries who seek to create a better, safer, and more sustainable life for any citizens in the world.

The URBAN TECH Programme will provide up to 54.350 EUR per SME in different funding stages to develop a new or significantly improved service or product that addresses one of the URBAN TECH Challenges. During a competitive process, 4 evaluation and selection phases will be executed, in which 320 SMEs will start the programme and only 20 will finish.

In the overall programme, 2 million EUR grant will be awarded to SMEs in a competitive process in which altogether 160 SMEs/start-ups will receive support and 20 SMEs/start-up will receive the maximum amount of grant. An SME/start-up cannot receive more than 60.000 EUR financial support within the URBAN TECH Programme.

More details about the process are available in the [URBAN TECH Guide for Applicants](#).

More than 300 challenges were collected from 9 countries and beyond from corporates, companies, universities, public authorities, NGOs. This was made available in a Virtual Library. SMEs were able to provide solutions and apply to the programme between 22 June 2022 and 28 September 2022 by submitting a short proposal (1-pager).

The report provides information about short proposal phase.

Overall, 747 short proposal forms were started on the F6S platform and 559 were submitted. The short proposals went through an eligibility check and pre-selection process and 470 applications passed to the next stage for the evaluation of the

International Selection Committee. 320 short proposals were invited to be further elaborated at Hackathons.

2 Introduction

With the URBAN TECH Open Call, the project called upon start-ups and SMEs from different sectors, including ICT, energy, transport, new materials, security, biotech and health in partner countries, as well as across EU and Associated Countries to submit short proposals to provide solutions that address the challenges available in the [Virtual Library](#).

SMEs were able to apply between 22 June 2022 and 28 September 2022 by submitting a short proposal (1-pager). SMEs of the 320 selected short proposals were informed by 31 October 2022 about the result of the short proposal phase. These SMEs were invited to Hackathons, based on the geographical proximity of the Challenge Owner, for which they proposed solutions.

Open Call task in URBAN TECH project structure

The Open Call was the first task in WP3 Ideation work package and covered the (A1) Short proposal phase of the URBAN TECH programme (Table 1.). Before the Open Call was launched, a challenge mapping framework was created, more than 300 challenges were collected and categorized in topics. All challenges were published in a Virtual Library. The aim of the Open Call was to select solution providers to be invited to the Hackathons.

	APPLICATION (A)			PARTICIPATION (P)		
Phases	(A1) Short proposal phase	(A2) Hackathon phase	(A3) Full proposal phase	(P1) MVP phase	(P2) Piloting phase	(P3) Market discovery phase
Funding stages		Travel voucher funding stage		1 st funding stage MVP Voucher (MVPV)	2 nd funding stage Piloting Voucher (PV)	3 rd funding stage Market Discovery Voucher (MDV)
Dates ²	Submission: 22 June 2022 – 28 September 2022 Evaluation and decision on 320 Hackathon participants, including 160 TV subgrantees: 15 September 2022 – 31 October 2022	Subgrant Agreement: 1 November 2022 – 15 November 2022 Implementation: 1 November 2022– 30 November 2022 Reporting: 11 November 2022 – 15 December 2022 Evaluation of TV reports and payment of TV: 15 December 2022 – 15 January 2023	Submission: 1 December 2022 – 4 January 2023 Evaluation and decision on 80 MVPV subgrantees: 6 January 2023 – 31 January 2023	Subgrant Agreement and pre-payment: 1 February 2023 – 28 February 2023 Implementation: 1 March 2023–31 May 2023 Reporting and application to PV: 1 June 2023 – 30 June 2023 Evaluation of MVPV reports and decision on 30 PV voucher subgrantees:	Subgrant Agreement and pre-payment: 1 August 2023 – 31 August 2023 Implementation: 1 September 2023 – 30 November 2023 Reporting and application to MDV: 1 December 2023 – 31 December 2023 Evaluation of PV reports and decision on 20 MDV voucher subgrantees:	Subgrant Agreement and pre-payment: 1 February 2024 – 28 February 2024 Implementation: 1 March 2024 – 31 May 2024 Reporting: 1 June 2024 – 30 June 2024 Evaluation of MDV reports: 1 July 2024 – 31 July 2024

				1 July 2023 – 31 July 2023	1 January 2023– 31 January 2023	
Number of beneficiaries	320 out of all applicants will be invited to Hackathons	160 out of 320 Hackathon participants will receive travel voucher to participate in Hackathons	80 out of 320 Hackathon participants + 36 in reserve list	80 out of 320 Hackathon participants	30 out of 80 1 st stage funding beneficiaries	20 out of 30 2 nd stage funding beneficiaries

Table 1 - Overall timeline and number of beneficiaries in the URBAN TECH project

Timeline

The Open Call was launched on 22 June 2022 and the original deadline (14 September 2022) for submission was extended until 28 September 2022 17:00 Brussels time.

DATE	TASK
22 June 2022 – 28 September 2022	Open Call submission phase
25 August 2022 – 4 October 2022	Eligibility check and pre-selection
5 October 2022 – 18 October 2022	Evaluation of the International Selection Committee
18 October 2022 – 10 November 2022	Finalization of Hackathon participants
1 November 2022 – 30 November 2022	Report on Open Call

Table 2 - Timeline of the Short proposal phase

3 Open Call information

The Open Call was published at Funding and Tender Portal, at the URBAN TECH website and URBAN TECH social media channels (Facebook, Twitter, LinkedIn) and in addition to that at project partners communication channels (websites, newsletters, social media, events, etc.).

Call Announcement on Funding and Tender Portal

The Call Announcement was published on this [link](#) at the Funding and Tender Portal.

The screenshot shows the 'Funding & tender opportunities' portal. The header includes the European Commission logo and the text 'Single Electronic Data Interchange Area (SEDIA)'. The main navigation bar has options like 'SEARCH FUNDING & TENDERS', 'HOW TO PARTICIPATE', 'PROJECTS & RESULTS', 'WORK AS AN EXPERT', and 'SUPPORT'. On the left, there are filters for 'Programming period' and 'Filter by Programme / Programme group'. The main content area displays the 'URBAN TECH Open Call' with details: Programme (Horizon 2020 Framework Programme (H2020 - 2014-2020)), Topic (INNOSUP-01-2018-2020), Opening date (22 June 2022), Status (Closed), Deadline model (single-stage), and Deadline date (28 September 2022 17:00:00 Brussels time). There are buttons for 'Cascade funding' and 'Grant'.



URBAN TECH Open Call

Cascade funding

Grant



Go back to search results

Opening date
22 June 2022

Deadline model
single-stage

Call deadline
28 September 2022 17:00 (Brussels time)

Closed

Expected duration of participation

Both the 7-month application process and the 18-month programme splits into 3 different phases.

Total funding available

€ 2 000 000,00

Project acronym

URBAN TECH

Full name of the EU funded project

Value chain innovations in emerging Health Tech, Smart City and Greentech industries addressing the challenges of smart urban environment

Grant agreement number

101005301

Topic

INNOSUP-01-2018-2020 - Cluster facilitated projects for new industrial value chains

Submission & evaluation process

APPLICATION

(A1) Short proposal phase: 22 June 2022 – 31 October 2022

Submission: 28 June 2022 – **28 September 2022**

Evaluation: 15 September 2022 – 31 October 2022

(A2) Hackathon phase: 1 November 2022 – 30 November 2022 – TRAVEL VOUCHER (TV)

(A3) Full proposal phase: 1 December 2022 – 31 January 2023

Submission: 1 December 2022 – **4 January 2023**

Evaluation: 5 January 2023 – 31 January 2023

PARTICIPATION

(P1) MVP phase: 1 February 2023 – 31 July 2023 – 6 months - MINIMUM VIABLE PRODUCT VOUCHER (MVPV)

(P2) Piloting and demonstration phase: 1 August 2023 – 31 January – 6 months – PILOTING VOUCHER (PV)

(P3) Market discovery phase: 1 February 2024 – 31 July 2024 – 6 months - MARKET DISCOVERY VOUCHER (MDV)

All participation phases includes subgrant agreement/pre-payment, reporting and evaluation periods.

SUBMISSION:

(A1) Short proposal phase

Applicants shall submit a short proposal (1-pager) through the F6S platform and provide the following information:

- (1) **Title of the solution** (100 characters)
- (2) **Goal of the solution** (400 characters)
- (3) **Description of the solution** (2000 characters)
- (3) **Action plan and timing** (1000 characters)
- (4) **Presentation of the team** (600 characters)
- (5) **Applicant information**

Applicants are required to register a profile at FS6 before submitting their short proposal.

- SMEs and startups with legal entity based in European Union countries or H2020 associated countries or the UK. Eligible countries are listed in the Annex 1 of the H2020 Work Programme 2018-2020: https://ec.europa.eu/research/participants/data/ref/h2020/other/wp/2018-2020/annexes/h2020-wp1820-annex-a-countries-rules_en.pdf
- SMEs based in or having an affiliation in Russia or Belarus are NOT eligible to apply.
- Start-up and scale-up SME companies should meet the following criteria:
 - o 1-250 employees (minimum requirement is to have at least one full-time employee)
 - o <50M EUR turnover annually
- Independent commercial company, which is developing or commercializing an innovative product, service or business model with high market potential
- The company is not in a liquidation or bankruptcy process

Deadline for submitting short proposal is 28 September 2022.

At the end of the short proposal phase 320 SMEs will be invited to pass to the Hackathon phase and 160 of them will receive Travel Voucher (TV) of €325-€850 to support Hackathon participation.

(A2) Hackathon phase

In order that SMEs will be able to submit a full proposal, applicants will receive training and meet Challenge Owners to develop a demonstration of the solution (demo solution) to the challenges they selected during International Hackathons between 1 November – 30 November.

At the end of each Hackathon, participants will pitch their elaborated solution and based on that 80 best SMEs, startups and 36 in reserve list will be invited to submit full proposal.

Eligibility of participants: Only applicants submitted a short proposal and passed the short proposal evaluation are eligible to attend Hackathons.

(A3) Full proposal phase

The full proposal shall describe the pilot action plan (timeframe, budget, activities, etc.) agreed with the Challenge Owner during the hackathon.

Eligibility of participants: Only applicants selected in Hackathons are eligible to submit full proposal.

Deadline for submitting full proposal is 4 January 2023.

At the end of the full proposal phase, 80 SMEs, startups will be able to start the MVP phase.

(P1) MVP phase

During this phase, beneficiaries get funding in the form of MINIMUM VIABLE PRODUCT VOUCHER (MVPV) to develop an MVP.

In addition to the funding, below services will be provided individually or jointly by technology and science parks or incubation centers:

- key mentor
- cross-border, cross-sector value innovation support services
- pool of expertise (mentors, experts, inspirers)
- joint training sessions

- access to investors

After the MVP phase, participants are requested to prepare report to present their MVP and can apply for piloting phase (P2).

Deadline for reporting on MVPV and application to PV is between 01 - 30 June 2023

After the MVP phase, 30 best ranked projects will continue to the next piloting phase.

(P2) Piloting phase

During the piloting phase, beneficiaries get funding in the form of PILOTING VOUCHER (PV) to develop a pilot.

In addition to the funding, below services will be provided individually or jointly by technology and science parks or incubation centers:

- pool of expertise (mentors, experts, inspirers)
- joint training sessions
- access to investors
- demonstration facilities
- internationalization consultancy

Deadline for reporting on PV and application to MDV is 31 December 2023

After the piloting, 20 projects will be able to continue to the international market discovery phase.

(P3) Market discovery phase

During the market discovery phase, beneficiaries will be awarded with a MARKET DISCOVERY VOUCHER to going-to-market activities, finding new partnerships and investors.

EVALUATION AND SELECTION

(A1) Short proposal phase

The evaluation of the short proposal aims at selecting participants for Hackathons and the best ranked 160 SMEs will also receive Travel Voucher (TV) to cover their costs to attend the events.

Short proposal evaluation will start with eligibility check of the application, that will include the completeness of the submitted applications and preliminary check of the profile of the applicants.

Applications positively passing the eligibility check will be submitted to an International Selection Committee consisting of experts of the three thematic areas. Challenge owners will be also invited to score the solutions provided to their own challenge.

Selection criteria for the International Selection Committee are as follows:

- (1) **Novelty** (scientific and/or technological excellence, cross-industry, cross-sector and cross-national dimension) - 1/3 share
- (2) **Business potential** (market need, business development potential, market impact, team skills & experience) - 1/3 share
- (3) **Technical/scientific match** (fit with the challenge, implementation) - 1/3 share

Each criterium will be awarded a score of 1-10 and each Selection Committee members and challenge owners will be able to give one score per criterium, so a total of 30 scores per committee member and per challenge owner will be available. 320 applicants will be invited to attend hackathons and 160 best ranked applications will receive Travel Voucher.

(A2) Hackathon phase

During each Hackathon, the Technical and Business Validation Panel will evaluate the following criteria of each solution provider:

- technological and business match between the challenge and offered solution
- market need
- business development potential,
- execution potential,
- market impact,
- cross-industry and cross-sector dimension,
- team skills & experience
- vision

Challenge Owner vote will have 50% of weight on the evaluation scores. However, project partners will have the right to veto the challenge owner's preference if there is a clear indication of protectionism.

A global ranking list will be updated with the results of each hackathon and at the end of the hackathon phase, 80 companies (approximately 8-10 for each Hackathon) with the highest score will be invited to participate in the full proposal phase (A3).

(A3) Full proposal phase

Based on global ranking, 80 best SMEs/start-ups will be able to continue the programme and be rewarded with the MVP Voucher to develop an MVP. The MVP financing is evaluated and conducted based on a score-card approach. The scorecard gives a comprehensive insight on the proposed development plan and its potential commercial value in the future.

The selection is based on evidence of demonstrations of similar criteria utilised during the hackathon phase.

Criteria will each be awarded a score of 1-10. Each Panel member will be able to give one score. Total scores will be added up per criteria and per proposal. The main criteria for the MVP Voucher financing are the following:

1. **Problem-solution match**, followed by product-market fit. Presented challenges and provided solutions should have a validated match, that is verified during the hackathons by both participating parties – the challenge owners and solution providing start-up or SME. If there is a perfect match, it gives the perspective of having a product-market-fit in wider scale and the project is potentially going to scale. The match is estimated by the Validation Panel.
2. **Scaling potential**. The technology, product, or service used during the pilot project should have a clear potential to scale globally. This means that the SMEs and startups need to prove the effort on solution implementation, the automated customer onboarding aspects, the novelty of the technology, the unfair competitive edge and potential IP asset created, etc.
3. **Business potential and capabilities**. The teams entering the first stage financing should prove the business potential of the developed solution. The business potential must be presented through market size estimations, business model and value proposition, initial financial plans. The team should be capable to initiate the business model and they need to show their commitment to launch go-to-market strategy.
4. **Technical feasibility and novelty**. The proposed projects should have a novel technology engaged that can be validated through the initial MVPs. The team should show the capabilities to initiate the product development in-house, having all the needed competences to build the testable solution.
5. **Budget conscious approach**. The solution provider should present the first-hand description of the pilot project, including the scope, timeframe, potential outcome and budget, agreed with the challenge owner. This plan will be evaluated and the proposal will be scored accordingly. It is important to notice that the measurable results of the pilot should be achieved.

Further information

Further information:

E-mail: opencall@urbantech-project.eu

Virtual Library of challenges is available at URBAN TECH website: <https://www.urbantech-project.eu/virtual-library/>

Guide for applicants is available at URBAN TECH Open Call Space: <https://www.urbantech-project.eu/open-call>

Task description

URBAN TECH supports the acceleration of competitive success of **European SMEs through market launch of new or significantly improved products and services with higher value**

URBAN TECH supports the acceleration of competitive success of European SMEs through market launch of new or significantly improved products and services with higher value (with higher quality, increased access, eco-innovative, resource efficient and internationally scalable). In long term perspective, the project aims to innovate and increase the competitiveness of European Health Tech, Smart City and Greentech industries globally.

More than 300 challenges in three main focus fields: Greentech, Health Tech, Smart City were collected in nine partnering countries and beyond. The challenges grouped in 35 challenge areas are available in the URBAN TECH Virtual Library. Start-ups and SMEs are invited to submit their solutions to the available challenges. The best solutions will be invited to hackathons to further elaborate their solution with the help of the Challenge Owner and then after pitching it to submit a full proposal in which they present a detailed action plan. As a result of the selection process, the most promising projects will be selected to develop minimum viable product, which is followed by piloting the solutions and entry to international market to those who qualifies to the next stages.

Available funding:

- €120 000 is assigned to TRAVEL VOUCHER (TV)
- €880 000 is assigned to MINIMUM VIABLE PRODUCT VOUCHER (MVPV)
- €800 000 is assigned to PILOTING VOUCHER (PV)
- €200 000 is assigned to MARKET DISCOVERY VOUCHER (MDV)

Maximum amount of financial support per beneficiary: the best performing SMEs, startups will get funded up to €54.350 in total

- €325-850 as TRAVEL VOUCHER (TV)
- €9 500 as MINIMUM VIABLE PRODUCT VOUCHER (MVPV)
- €20.000- €30.000 as PILOTING VOUCHER (PV)
- up to €14 000 as MARKET DISCOVERY VOUCHER (MDV)

Number of beneficiaries: 320 start, but only 20 finish

Number of beneficiaries: 320 start, but only 20 finish

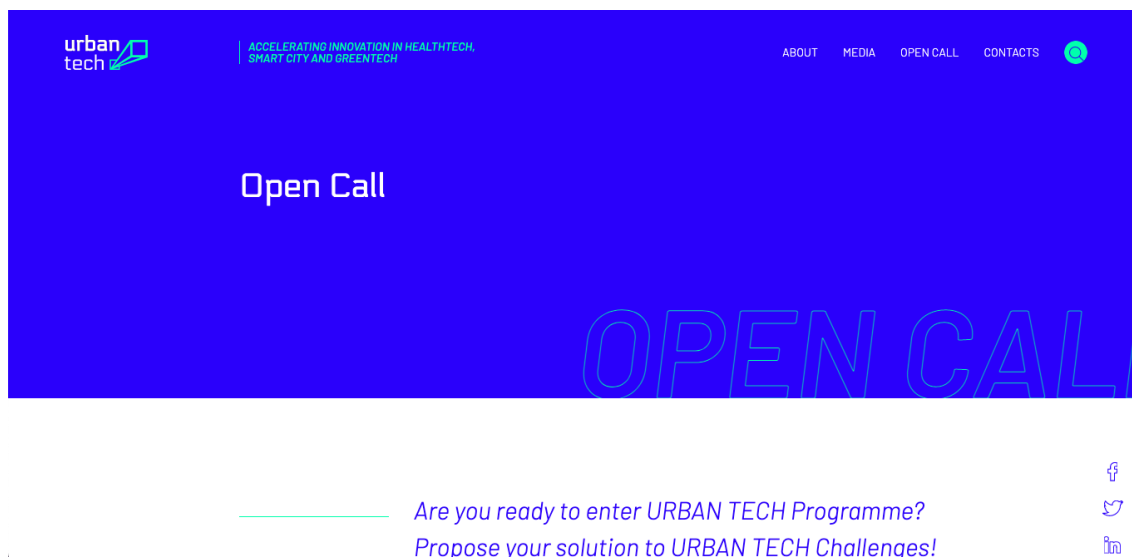
- 320 applicants invited to Hackathons, including 160 beneficiaries for TRAVEL VOUCHER (TV)
- 80 beneficiaries continue with MINIMUM VIABLE PRODUCT VOUCHER (MVPV)
- 30 beneficiaries continue with PILOTING VOUCHER (PV)
- 20 beneficiaries continue with MARKET DISCOVERY VOUCHER (MDV)

SMEs, startups do not qualify to the next phase will finish the programme.

Figure 1 - Call Announcement at the Funding and Tender Portal


Call Announcement on URBAN TECH website


The Open Call announcement (<https://www.urbantech-project.eu/open-call/>) with a detailed Guide for Applicants (https://www.urbantech-project.eu/wp-content/uploads/2022/06/Urban_Tech_Guide_for_Applicants.pdf) was also available on the URBAN TECH Open Space with an access to the Virtual Library (<https://www.urbantech-project.eu/virtual-library/>). On a FAQ page (<https://www.urbantech-project.eu/open-call-faq/>) answers to questions received from applicants were shared.



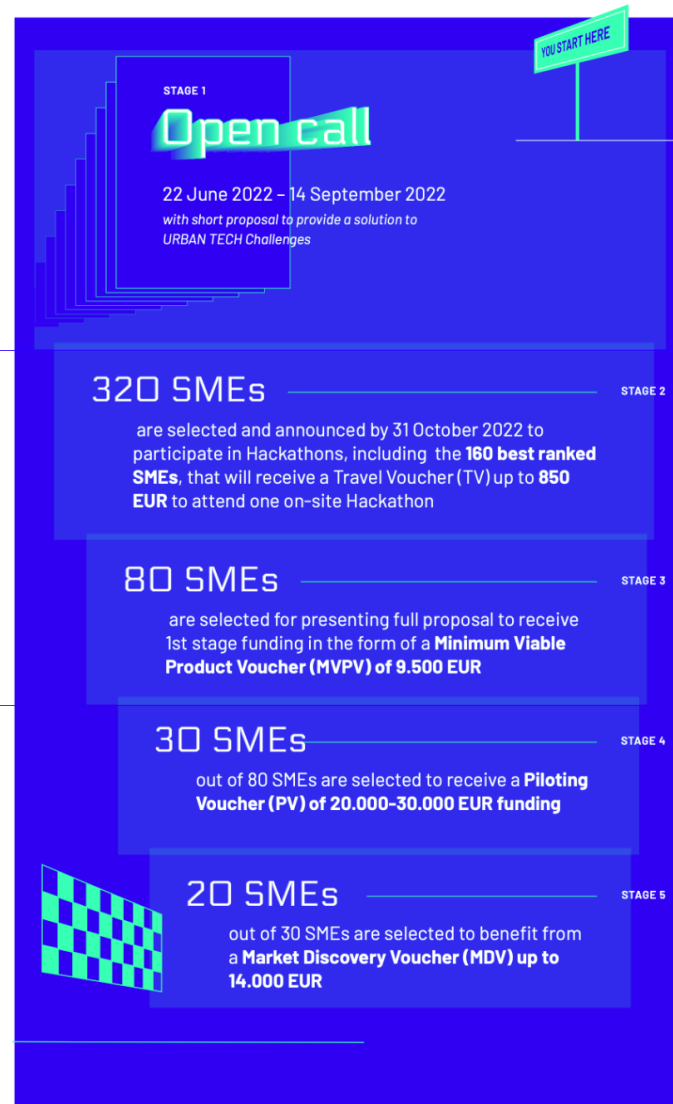
By applying to **URBAN TECH Open Call**, you may enter **URBAN TECH programme** which will provide **up to 54,350 EUR per SME or start-up** in different funding stages.
SMEs or start-ups entering URBAN TECH programme will develop a **new or significantly improved service or product that addresses one of the URBAN TECH challenges** (challenges are concrete needs for a service or product from EU-based organisations or municipalities).

If you have any doubt, have a look at our [FAQ](#) or contact us at opencall@urbantech-project.eu!

 **Deadline:** the Open Call will be open from 22 June 2022 until **28 September 2022 at 17:00 CET (extended deadline)**.

 **Announcement of winners:** by 31 October 2022.

Urban Tech Programme



Who can apply?

- SMEs and start-ups** with legal entity based in:
 - European Union** countries and **United Kingdom**
 - H2020 associated countries** (Albania, Armenia, Bosnia & Herzegovina, Faroe Islands, Georgia, Iceland, Israel, Moldova, Montenegro, North Macedonia, Norway, Serbia, Switzerland, Tunisia, Turkey, Ukraine)
- Start-up and scale-up SME companies should meet the **following criteria**:
 - 1-250 employees** (minimum requirement is to have at least one full-time employee)
 - <50M EUR turnover annually**
- Independent commercial company**, which is developing or commercializing an innovative product, service or business model with high market potential
- The company is **not in a liquidation or bankruptcy process**
- SMEs based in or having an affiliation in **Russia or Belarus** are **NOT eligible** to apply

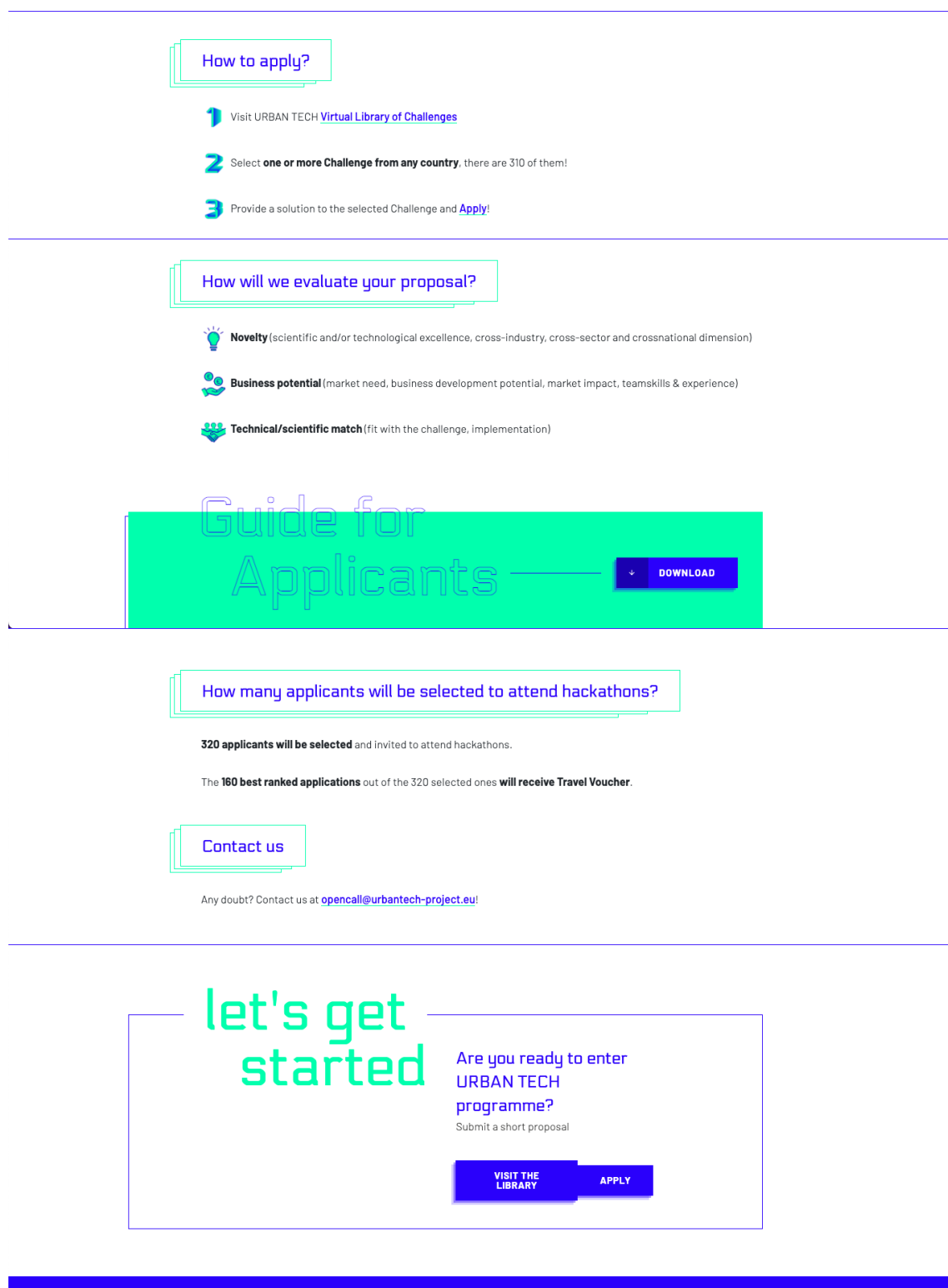


Figure 2 - Call Announcement at URBAN TECH Open Space

A Guide for Applicants was prepared and made available on the URBAN TECH Open Call page: https://www.urbantech-project.eu/wp-content/uploads/2022/06/Urban_Tech_Guide_for_Applicants.pdf

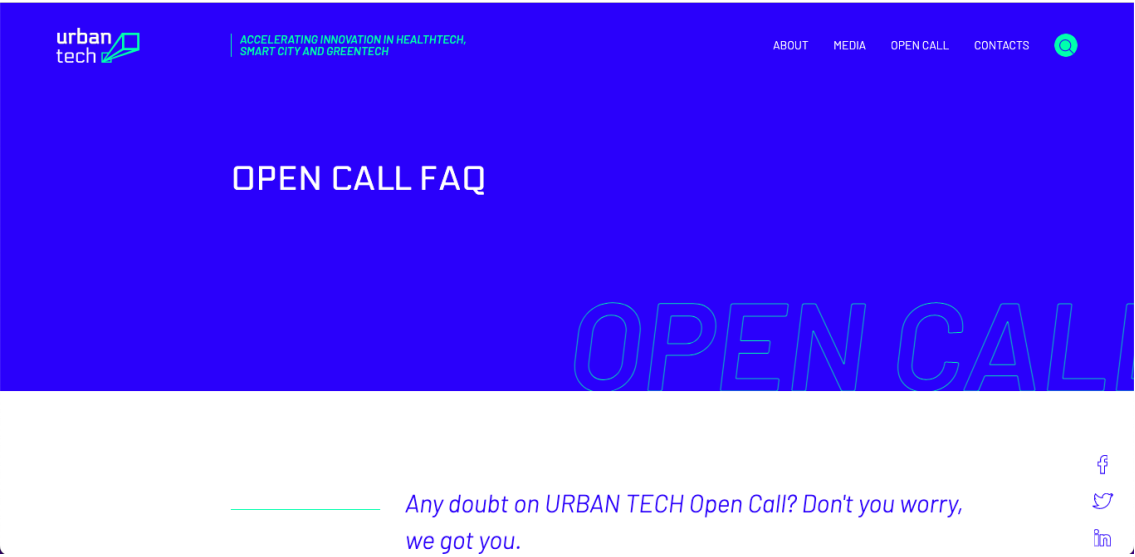
The Guide for Applicants provided an outline of the URBAN TECH programme with summary text and tables with overview on the funding structure, the timeline and

number of beneficiaries. The document also described the challenge topics and detailed the short proposal phase.



Figure 3 - Guide for Applicants

Frequently Asked Questions (<https://www.urbantech-project.eu/open-call-faq/>) were collected and published on the website containing typical questions received from applicants.



Is it possible to apply to challenges from any country?

Yes, regardless where your start-up or SME is based, **you can apply to any challenge from any country**. However, please note that eligible SMEs and start-ups must have legal entity based in:

- **European Union countries and United Kingdom**
- **H2020 associated countries** (Albania, Armenia, Bosnia & Herzegovina, Faroe Islands, Georgia, Iceland, Israel, Moldova, Montenegro, North Macedonia, Norway, Serbia, Switzerland, Tunisia, Turkey, Ukraine)

Is it possible to apply to several challenges?

An SME, start-up can submit more than one short proposal to the Open Call and can participate in several Hackathons, however, an SME, start-up is only eligible to one MINIMUM VIABLE PRODUCT VOUCHER (see later funding structure). For technical support to submit several proposals, you need to contact F&S Support on support@f&s.com.

Can a start-up without being registered as a company apply?

Only **SMEs and start-ups with legal entity** can apply.

Can applicants contact challenge owners for more questions?

At the short proposal phase (A1), it is not planned that SMEs, start-ups contact challenge owners. The Hackathons will bring together challenge owners and solution providers. This will include 1-to-1 meetings between the challenge owner and solution provider to get the background information and access to resources (data mostly). All questions have to be submitted to opencall@urbantech-project.eu.

Is the Agreement available?

The Subgrant Agreements will be signed on behalf of the URBAN TECH consortium with:

- Kaunas Science and Technology Park for the Travel Voucher (TV) and Minimum Viable Product Voucher (MVPV)
- Technopol for the Piloting Voucher (PV)
- Cyberforum for the Market Discover Voucher (MDV).

The Subgrant Agreements will be sent to SMEs, startups that are selected and qualify to enter the next phase(s). A contract with the relevant host organisation for the programme, that is based on the challenge selected, might be also signed. This will be also sent after the evaluation process(es).

What is the meaning of URBANTECH Hackathons? What should a startup/SME do there?

Hackathons bring together Challenge Owners and solution providers. Duration of Hackathons is 1-1,5 days and the format is flexible depending on the host organisation. However, the format will include the following:

- **Inspirational session.**
- **Training session.**
- **1-to-1 meetings** between the Challenge Owner and solution provider to get the background information and access to resources (data mostly).
- **Hacking the business case** – solution provider takes the information and starts to describe/ build/ develop the service or product needed, to prepare a presentation of the demo solution, to create a business model for the solution to scale globally, to draft a pilot action plan together with Challenge Owner (incl. timeframe, budget, agreements on funding, needed funding from the project, KPIs that are going to be achieved).
- **Pitching** – results from previous steps are presented to the Technological and Business Validation Panel.

All participants shall sign an NDA in the beginning of the Hackathon.

Solution providers will work on the provided solution together with the Challenge Owner and they will **pitch the elaborated solution at the end of the Hackathon**.

Can I use the solution afterwards to sell it on the market?

All SMEs who have entered the Piloting Phase are qualified to apply for a Market Discovery Voucher (MDV). MDV up to 14,000 EUR can be used for travel activities or consulting services for going-to-market activities, finding new partnerships and investors and to establish themselves in a specific market or business sector.

Who can I contact in my native language to help me for the proposal writing?

The URBAN TECH consortium can only provide information on the Open Call and cannot give direct support to write a specific proposal. Please note that the short proposal has to be submitted in English. However, you can contact us at opencall@urbantech-project.eu for specific request on receiving information on a certain language. The consortium is located in 9 countries (Austria, Estonia, Finland, Germany, Lithuania, Poland, Portugal, Slovenia, Sweden).

What is the expected TRL?

In the MVP phase an SME develops their MVP to the TRL6+ level while in the piloting phase the level should be TRL7+.

Can I double-check before applying if our business model fulfils the overall criteria?

As the URBAN TECH project is part of the European Union Horizon 2020 funding programme, it follows the same rule and all proposers shall receive equal treatment. It is therefore not possible to give any specific opinion on eligibility of applicants or make any pre-assessment of short proposals. The Guide for Applicants details the full process. If the URBAN TECH programme is a good fit for your company, we have a very easy and quick process by submitting only 1-page short proposal(s) on F&S as a first phase. The short proposal will be assessed after 14 September 2022.

Will there be a Hackathon and a pitch?

In the URBAN TECH programme, there is a Hackathon phase and at the end of each Hackathon there will be a pitch competition. The Hackathons are organised in 8 countries depending on the place of the challenge.

How much weight has the points of Challenge Owners compared to the points of rest of the International Selection Committee?

In the Short Proposal phase, each criterium will be awarded a score of 1-10 and each Selection Committee members and Challenge Owners will be able to give one score per criterium, so a total of 30 scores per committee member and per Challenge Owner will be available. There will be three evaluators (two members of the International Selection Committee and one representative of the Challenge Owner) assessing a short proposal. Each of them can give a maximum of 30 points, so a total of 90 points can be received by a short proposal. Up to 33,33% of the maximum points can come from the Challenge Owner.

Is the Subgrant provided by the URBAN TECH programme a De Minimis scheme?

No

In case a company succeed to provide adequate solutions to multiple challenges after Hackathons, how it is decided for which one the company receive the Minimum Viable Product Voucher?

In case an SME qualifies to address several challenges, it is up to them to decide with which Challenge Owner they continue working on MVP.

When applicants need to meet the eligibility criteria?

All applicants need to meet the eligibility criteria upon submitting the short proposal.

One full-time employee requirement can be also counted with FTE?

Yes

Are founders considered as full-time employee?

Founders are only considered as full-time employee if the law, in which the company is registered, considers them as full-time employees.

Can an already finalized and submitted short proposals be revised?

There is no possibility for the revision of an already finalized and submitted short proposals. However, companies are allowed to submit several short proposals.

Figure 4 - URBAN TECH Frequently Asked Questions

4 Application process

Applicants had to submit their short proposals **in English** through a web form available on the [F6S platform](#) and shall provide the following information in a 1-page long short proposal:

- (1) **Title of the solution** (100 characters)
- (2) **Goal of the solution** (400 characters) – Description on how the solution is linked to the selected challenge.
- (3) **Description of the solution** (2000 characters) - Details about the proposed solution, including relation to the state of the art of that scientific or technological field. Reference for any cross-industry, cross-sector aspect. Outline of business development solution, including market need and impact.
- (3) **Action plan and timing** (1000 characters) – Explanation of the possible implementation of the solution, including time needed to develop.
- (4) **Presentation of the team** (600 characters) - List of team members taking part in developing the solution. It was required, that their F6S profile should be also shared.
- (5) **Applicant information** - In addition to shared company F6S profile, some basic data and the contact person details were asked.

The applicants were required to register a profile at F6S before submitting their short proposal and share the below basic information about the company.

- Short description
- Location
- What markets are you in?
- What stage are you at?
- Links
- Mobile Apps
- Are you raising money?
- Past funding and investors
- How do customers use or interact with your product?
- Are you registered or incorporated?
- When did you start?

In the beginning of the application form, applicants need to provide the title and the URL of the selected challenge from the URBAN TECH [Virtual Library](#).

Multiple submissions were possible in different ways. Applicants were able to create new profiles with different email addresses on F6S, but as from August 2022, short proposal forms to second, third and fourth challenge were made available:

- Urban Tech Open Call second challenge - <https://www.f6s.com/urban-tech-open-call-second-challenge/apply>
- Urban Tech Open Call Third challenge - <https://www.f6s.com/urban-tech-open-call-third-challenge/apply>
- Urban Tech Open Call Fourth challenge - <https://www.f6s.com/urban-tech-open-call-fourth-challenge/apply>

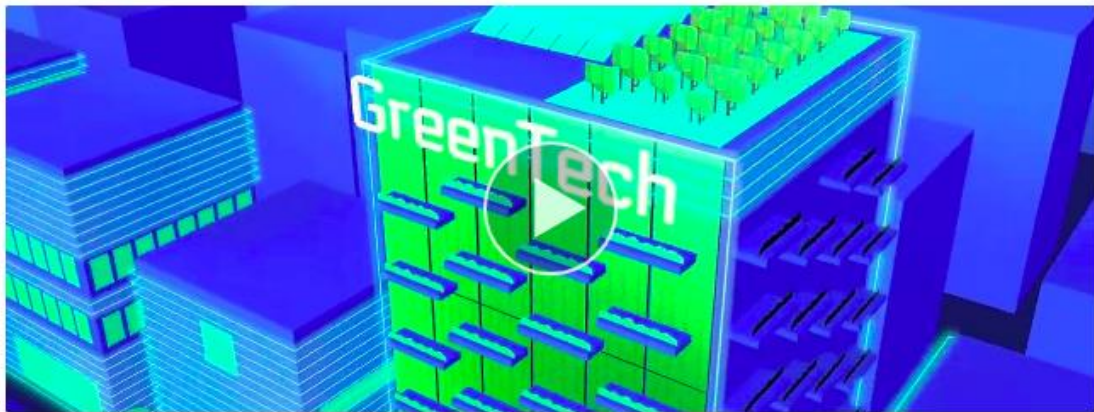
The screenshot shows the F6S website header with navigation links: Apply, Events, Jobs, Deals. A user menu is visible with 'Add your' and 'Sign in' options. The main banner features the text 'HealthTech Smart City and G nTech' and 'URBAN TECH - Open Call' with a subtext 'Propose your solution and enter URBAN TECH Programme!'. Below the banner, there are four key benefits listed in a grid:

Up to €54.4k grant per company	Mentorship per company	Virtual & in person location	€0 cost
320 companies funded per year			
Opportunity for SME's and startups to enter URBAN TECH programme to raise up to 54,350 EUR!			

On the right side of the banner area, there are links for 'DISCUSS 1' and 'FIND OUT MORE'.

Looking for companies:

- in Hardware Design, Healthcare IT, Software Design, Open Source Software, Green Technology, Green IT, Hardware Development, Smart Home, Health Management, Health Networks, Healthcare Robotics, Medical Equipment, Digital Health, Healthcare Services
- located in Europe
- incorporated or not
- prototype, users or paying users stage
- have raised funding or not
- currently raising or not raising funds
- up to €50m in annual revenue



The URBAN TECH Programme:

1. Open call (22 June 2022 – 14 September 2022) with short proposal to provide a solution to URBAN TECH Challenges
2. 320 European SMEs are selected and announced by 31 October 2022 to participate in Hackathons, including the 160 best ranked SMEs, that will receive a Travel Voucher (TV) up to 850 EUR to attend one on-site Hackathon
3. 80 SMEs are selected for presenting full proposal to receive 1st stage funding in the form of a Minimum Viable Product Voucher (MVPV) of 9.500 EUR
4. 30 out of 80 SMEs are selected to receive a Piloting Voucher (PV) of 20.000-30.000 EUR funding
5. 20 out of 30 SMEs are selected to benefit from a Market Discovery Voucher (MDV) up to 14.000 EUR

Who can apply?

SMEs and startups with legal entity based in European Union countries or H2020 associated countries or the UK. Eligible countries are listed in the Annex 1 of the H2020 Work Programme 2018-2020.

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Start-up and scale-up SME companies should meet the following criteria:

1-250 employees (minimum requirement is to have at least one full-time employee)
<50M EUR turnover annually

Independent commercial company, which is developing or commercializing an innovative product, service or business model with high market potential


The company is not in a liquidation or bankruptcy process

SMEs based in or having an affiliation in Russia or Belarus are NOT eligible to apply.







[Less information](#)

Figure 5 - F6S platform URBAN TECH Open Call page

Jun 22-Sep 28 '22 (14 weeks)



Brussels, Belgium • Virtual & physical

The URBAN TECH Programme:

1. Open call (22 June 2022 – 14 September 2022) with short proposal to provide a solution to URBAN TECH Challenges

2. 320 European SMEs are selected and announced by 31 Oct [more](#)

FUNDS UP TO


€54k

per team

FUNDS

320

startups per year

Your Answers 

Challenge

1 Please copy the title of the Challenge

2 Please add here the URL of the Challenge from URBAN TECH website

Solution

3 Title of the solution

4 Goal of the solution

5 Description of the solution

6 Action plan and timing

7 Presentation of the team

Applicant information

8 Legal name

9 Legal Address

10 Country

11 Company registration number

12 Number of full time employee(s)

13 Website

14 Legal representative

15 Name of the contact person

16 Email (Contact person)

17 Phone (Contact person)


18 I give consent to process the data submitted which will be treated according to URBAN TECH privacy policy (<https://www.urbantech-project.eu/privacy-policy/>), in compliance with General Data Protection Regulation No. 2016/679.


If you want to apply to more than one Challenge (available here: urbantech-project.eu/virtual-library/), you can use the following links:

- 2nd Challenge application: www.f6s.com/urban-tech-open-call-second-challenge/apply

- 3rd Challenge application: www.f6s.com/urban-tech-open-call-third-challenge/apply

- 4th Challenge application: www.f6s.com/urban-tech-open-call-fourth-challenge/apply

Recommendations 

Ask for new Recommendations 

Request

Figure 6 - F6S application form

5 Open Call promotion and outreach

After the launch of the URBAN TECH Open Call, information was widely shared between 22 June 2022 and 28 September 2022.

URBAN TECH website

On the URBAN TECH website was the main channel of the promotion and outreach.

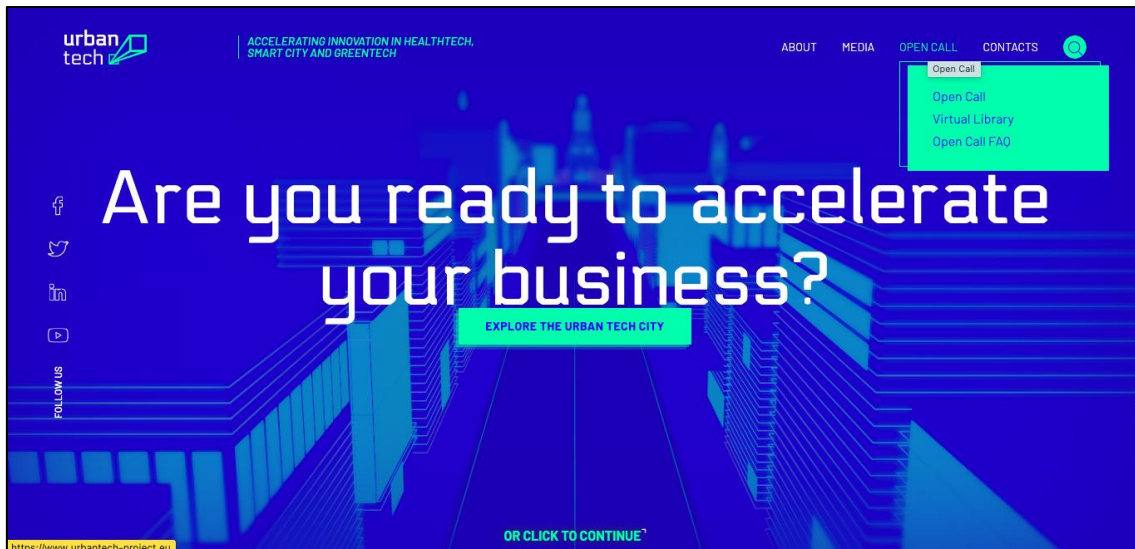


Figure 7 - URBAN TECH website

URBAN TECH social media

The Open Call was promoted in three social media channels of the URBAN TECH project.

Facebook: <https://www.facebook.com/urbantechh2020>

LinkedIn: <https://www.linkedin.com/company/urbantechh2020/>

Twitter: <https://twitter.com/urbantechh2020>

The social media posts aimed at

- (1) sharing information about the Open Call (launch, reminder for deadline, postponing submission deadline)
- (2) highlighting some challenges that project partners collected
- (3) showcasing some topics of the challenges
- (4) re-sharing project partners posts
- (5) re-sharing posts of contacted intermediary organisations (e.g.: European start-up Network, Next Incubator, European Cluster Collaboration Platform, Competitividad Empresarial JCyl, EREN, EEN Madrid, Sunrise Valley Digital Innovation Hub, Universidade di Aveiro, Impact Shakers, Smart Green Accelerator, Lean Ventures, PARCEC Accelerator, etc.)

URBAN TECH Newsflashes

With a view to keep interested users updated with URBAN TECH open call's news, four newsflashes were distributed.



Figure 8 - URBAN TECH newsletters

F6S channels

F6S is the leading growth company community. It delivers billions in growth to more than 4 million company founders and their companies - along with most global corporates, governments and programs in the global start-up ecosystem. The Open Call announcement was also shared within the F6S community, that delivers company growth through funding, investment, pilot contracts, grants, partnerships, jobs & talent and company services.

Open Call promotion by project partners

In addition to the central Open Call promotion, project partners executed many tasks to ensure a wide dissemination of the Open Call that included direct outreach to SMEs/start-ups and intermediary organisations, networks, clusters, organisation of promotional events, and sharing URBAN TECH Open Call information at external events. Project partners also shared the information on their websites, social media channels, newsletters and displayed marketing materials at their premises.

6 Selection process

The Open Call was closed on 28 September 2022. There were 559 short proposals submitted on F6S. The selection process was made in two steps:

- 1.) Eligibility check and pre-selection
- 2.) International Selection Committee evaluation.

Eligibility check and pre-selection

The eligibility check and pre-selection process ended on 4 October. The eligibility check consisted of the control of the completeness of the short proposal, the country of eligibility and the legal entity. During the pre-selection it was checked, if the proposed solution was matching the challenge and the applicant was a commercial company developing or commercializing an innovative product, service, or business model with high market potential.

As a result of the eligibility check and pre-selection process, out of 559 submitted applications, 470 short proposals were found to be eligible and pre-selected.

Evaluation of the International Selection Committee

After performing the eligibility check and pre-selection, the short proposals positively passing the eligibility check and pre-selection was submitted to an evaluation of the International Selection Committee (ISC) on 5 October 2022 and the evaluation was completed by 18 October 2022.

The ISC evaluation aimed at selecting participants for URBAN TECH Hackathons and the best ranked 160 SMEs to receive Travel Voucher (TV) to cover their costs to attend the events.

Selection criteria for the International Selection Committee were as follows:

- (1) Novelty** (scientific and/or technological excellence, cross-industry, cross-sector and cross-national dimension) - 1/3 share
- (2) Business potential** (market need, business development potential, market impact, team skills & experience) - 1/3 share
- (3) Technical/scientific match** (fit with the challenge, implementation) - 1/3 share

Each criterion was awarded a score of 1-10. Each Selection Committee member and each Challenge Owner was able to give one score per criterion, so a total of 30 scores per committee member and per Challenge Owner was available.

The International Selection Committee consisted of 7 experts of the three thematic areas and 17 project partner representatives. Each short proposals were evaluated by three committee members: an expert, a project partner representative, and the Challenge Owner. In total, there were 1410 scores given.

7 Result of the Open Call

Statistics about the short proposal submissions

Overall, 747 short proposal forms were started on the F6S platform and 559 were submitted. The short proposals went through an eligibility check and pre-selection process and 470 applications passed to the next stage for the evaluation of the International Selection Committee. 320 short proposals were invited to be further elaborated at Hackathons.

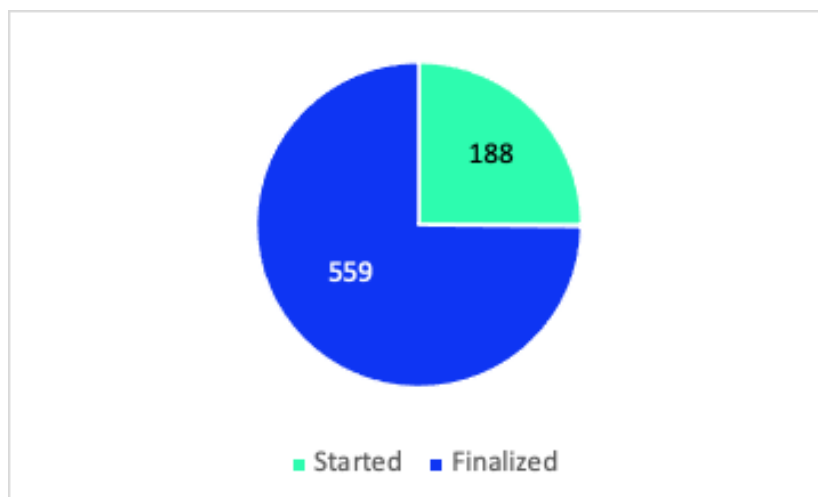


Figure 9 - Number of short proposals started and finalized

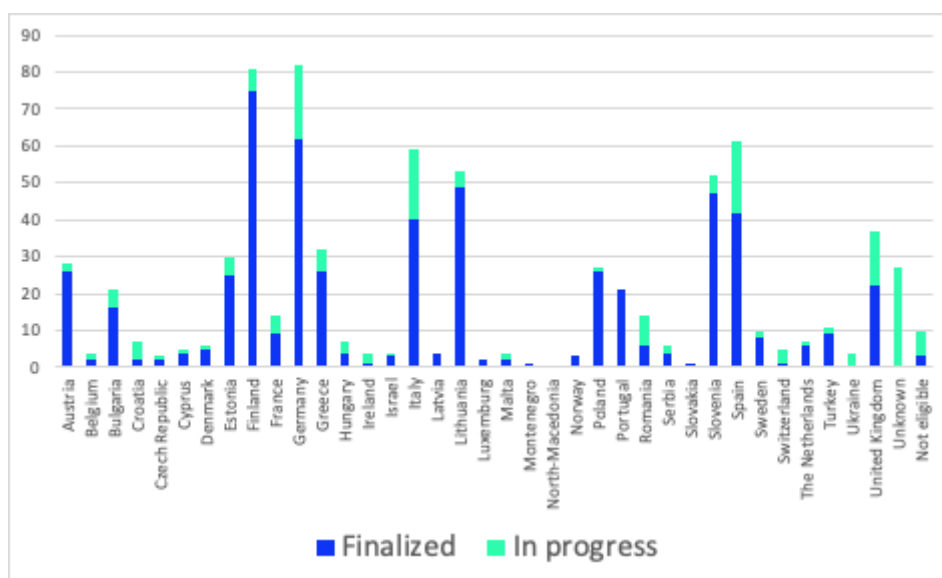


Figure 10 - Number of short proposals per country



Figure 11 - Number of challenges addressed by a solution

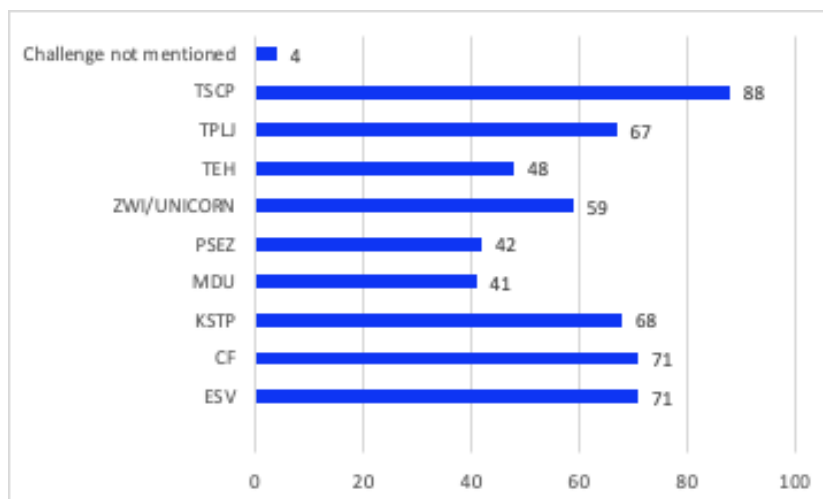


Figure 12 - Number of short proposals per project partners

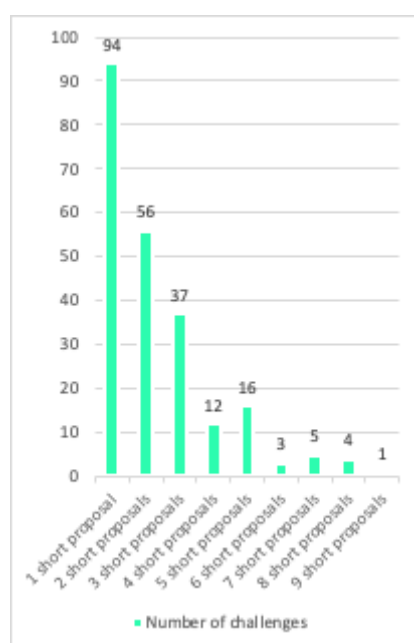


Figure 13 - Number of challenges receiving 1,2,3... solutions

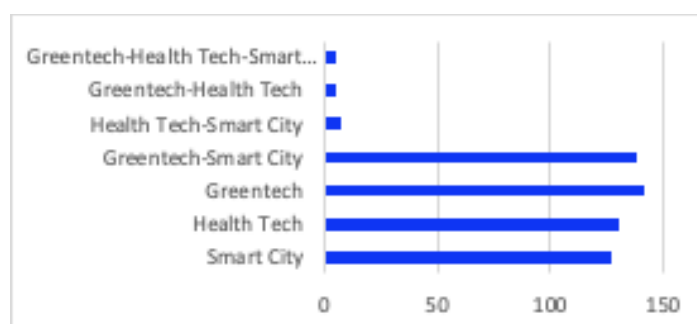


Figure 14 - Number of short proposals per sectors (Health Tech, Smart City and Greentech)

Hackathon participants

The result of the short proposals phase was published on the URBAN TECH website. The lists of Hackathon participants are available on the Event pages:

29 November 2022 URBAN TECH Hackathon – Karlsruhe, Germany

<https://www.urbantech-project.eu/event/urban-tech-hackathon-germany/>

29-30 November 2022 URBAN TECH Hackathon – Gdansk, Poland

<https://www.urbantech-project.eu/event/urban-tech-hackathon-poland/>

25-26 November 2022 URBAN TECH Hackathon – Graz, Austria

<https://www.urbantech-project.eu/event/urban-tech-hackathon-austria-2/>

23-24 November 2022 URBAN TECH Hackathon – Turku, Finland

<https://www.urbantech-project.eu/event/urban-tech-hackathon-finland/>

22-23 November 2022 URBAN TECH Hackathon – Ljubljana, Slovenia

<https://www.urbantech-project.eu/event/urban-tech-hackathon-slovenia/>

18-19 November 2022 URBAN TECH Hackathon – Kaunas, Lithuania

<https://www.urbantech-project.eu/event/urban-tech-hackathon-lithuania/>

14-15 November 2022 URBAN TECH Hackathon – Linz, Austria

<https://www.urbantech-project.eu/event/urban-tech-hackathon-austria/>

10-11 November 2022 URBAN TECH Hackathon – Tallinn, Estonia

<https://www.urbantech-project.eu/event/urban-tech-hackathon-estonia/>