



Rocket Up



Community  
Supernovas

Funded by the  
European Union



# EIT Community Supernovas Rocket Up 2022 Call

Call Opens: Monday, 24th April 2023

Deadline: Monday, 9th June 2023, 23:59 CEST

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## 1. Introduction to the EIT Strategic Synergies Cluster

The EIT Strategic Innovation Agenda (SIA) 2021-2027 sets the strategic direction, priorities and objectives of the European Institute of Innovation and Technology (EIT) and its Knowledge and Innovation Communities (EIT KICs).

One specific objective in the new EIT SIA 2021-2027 is to establish and foster appropriate synergies and complementarities between EIT activities and other relevant Union, national and regional initiatives, instruments, and programmes. This will help ensure consistency with Union priorities and commitments, including the European Green Deal, the Recovery Plan for Europe, the European Strategy for data, the SME Strategy for a sustainable and digital Europe, and the New Industrial Strategy for Europe.

To realise such ambitions, the EIT and the EIT KICs have established the Strategic Synergies Cluster of activities, to strengthen EU's innovation and entrepreneurial capacity and integrate into and engage with innovation ecosystems. By doing so, the EIT KICs aim at becoming real engines of impact and support the realisation of a carbon-neutral, digital, circular, and inclusive European society.

The EIT Strategic Synergies Cluster includes four key initiatives co-designed and co-created by the EIT KICs with their innovation ecosystems: [EIT Community Artificial Intelligence for Europe](#), [EIT Community Circular Economy Collaboration](#), [EIT Community New European Bauhaus](#), and [EIT Community Women Entrepreneurship](#).

The call for proposals below sits within EIT Community Women Entrepreneurship, so called EIT Community Supernovas.

## 2. EIT Community Supernovas

Strengthening sustainable innovation ecosystems across Europe and beyond is also a main objective of the EIT Strategic Innovation Agenda 2021-2027 (EIT SIA). However, deep tech start-ups in Europe are not utilizing all available talent, as female presence is very limited: only 15% of them are founded or cofounded by women, and only 6% have an all-female founding team. Furthermore, female entrepreneurs raise less funding: across Europe only around 5% of venture capital goes to mixed teams and only 2% to all-female teams. Not surprisingly, female presence in investment committees is very small too, with 85% of them being all-male.

In this context, EIT must step up its contribution to the mission of the EU and involve all talents, increase the participation of women, and foster a swift transfer of the results of research and innovation activities to the market and society, with the aim of increasing innovation capacity across the EU.

With this goal, EIT Community Supernovas aims at:

- Increasing the presence and role of women in the EU deep tech ecosystem, both on the entrepreneurial and the early-stage investment sides.
- Empower women-led deep tech start-ups to maximize their business growth potential.
- Connect women investors to increase their deal flow and boost their role.
- Inspire role models (both entrepreneurial and investor) in the ecosystem, enhancing female visibility.



In the business plan of 2023-2025, Supernovas comprises 5 key activities:

1. Rocket Up: support female-led start-ups grow international through training and mentoring (from market identification to entry).
2. Women 2 Invest: support and access to women in the early stage of their careers to early-stage investment funds, by training recent STEAM graduates in the fundamentals of venture investment to help them get an internship on this industry.
3. EIT-EIC Women Leadership Programme: upscale leadership and growth skills to empower women-led high-tech and deep tech start-ups through training, mentoring, and coaching.
4. EIT Women Community of Investors: connect women investors, both with each other to increase their deal flow and boost their role, and with female entrepreneurs where start-ups can have direct access to investment professionals and gender bias can be reduced.
5. Data Room: gather, organize, and showcase data on women-led start-ups supported by the EIT Community. To inspire, monitor and showcase role models across the ecosystem

The aim of this Call for proposals is to identify and work with Start-ups in the **Rocket Up programme** in their operations, products and services for a successful definition and implementation of an entry strategy to a new European market.

### 3. Activity description

International growth is one key challenge for any start-up, particularly those female-led as they, in general and as for today, have less access to funding and network than their counterparts. Additionally, in Europe, start-ups must go through an internationalisation process earlier than in other regions of the world, as countries are relatively small in terms of population and land extension. Each market launch requires a specific path according not only to the start-up history, characteristics, needs and goals, but also the target country culture, operational and legal framework, among others.

The Rocket Up programme provides a custom-made programme, mixing insightful and inspiring group sessions with hand-picked and exceptional mentors to support the company achieve its objectives in the prioritized destination and achieve faster growth.

The start-up acquires:

- An academic perspective on how to expand internationally,
- Tailored made mentoring with hand-picked business and regional experts,
- Access to respective KIC network and other financial opportunities,
- A network of female founders,
- Organized mission to target region, providing you with contacts at your destination,
- Visibility through EIT communication channels.

### 4. Content and methodology

Rocket-up is a three-month programme that focus on the expansion stages identified as critical to differentiating a successful entry strategy. Three parts of the program will follow the structure outlined below:

- **Module 1: Choose.** Week 1-5  
Participants work on identifying success factors in their home market, translating them into parameters to measure the potential for new markets, finally selecting and validating



the best market to expand to next and finally introducing the final selection in their pitch deck.

- **Module 2: Plan.** Week 5-10  
The programme reviews important factors for a successful expansion planning, such as localization of communication and marketing needs, risk mitigation, differences in business cultures, talent recruitment and fundraising for international expansion.
- **Module 3: Land.** Week 10-15  
Start-ups learn how to define their successful entry strategy, understanding best practices in relation with partnerships in target market and defining an implementation path. Finally, the programme also reviews how to repeat the process in future expansions.

The program delivers the support for the three modules in forms of group sessions, individualized mentoring, and connection to the respective EIT.

- **Group sessions**  
EIT provides online training sessions to set the academic base on how to expand a company beyond its home borders. Start-ups are given a structured perspective, valuable insights, and examples, given by international expansion experts, and including online interaction and peer to peer learning. The modules will include high quality female speakers which are experts in entrepreneurship, investment, and technology. In the sessions the participants also have the opportunity for networking and connection with other entrepreneurial women.
- **1:1 mentoring**  
Through a needs and expectation assessment to the selected start-ups, the programme connects the companies with mentors and networking opportunities all around EU. Industry experts are scouted and identified inside and outside the EIT community, so they can fulfil the needs of the selected start-ups, with the aim of providing expert advice on the selection of the target market, strategy to land, insights on the new ecosystem, connections to potential customers and soft-landing resources.

Mentors' meetings are expected to complement group trainings; thus, the start-up can adjust and work further what is learned in joint sessions according to their needs.

A total of two mentors are personally matched, as described below:

- **Business expert:** tailored business mentor for a broader business perspective. Mentors are experts in finance, strategy, operations, deep tech validation, and venture business.
- **Regional expert:** tailored expert on the European region where the start-up prioritized expansion, to get advice on the local market, relevant contacts and identify potential stakeholders. The programme encourages a so called "mission" to the target region, where the start-ups meet its Regional expert in person for visits and introductions with potential stakeholders.

Additionally, the start-up gets a personalized session with our internationalization experts in the first stages of the programme, where the participant needs to validate the market to go next.

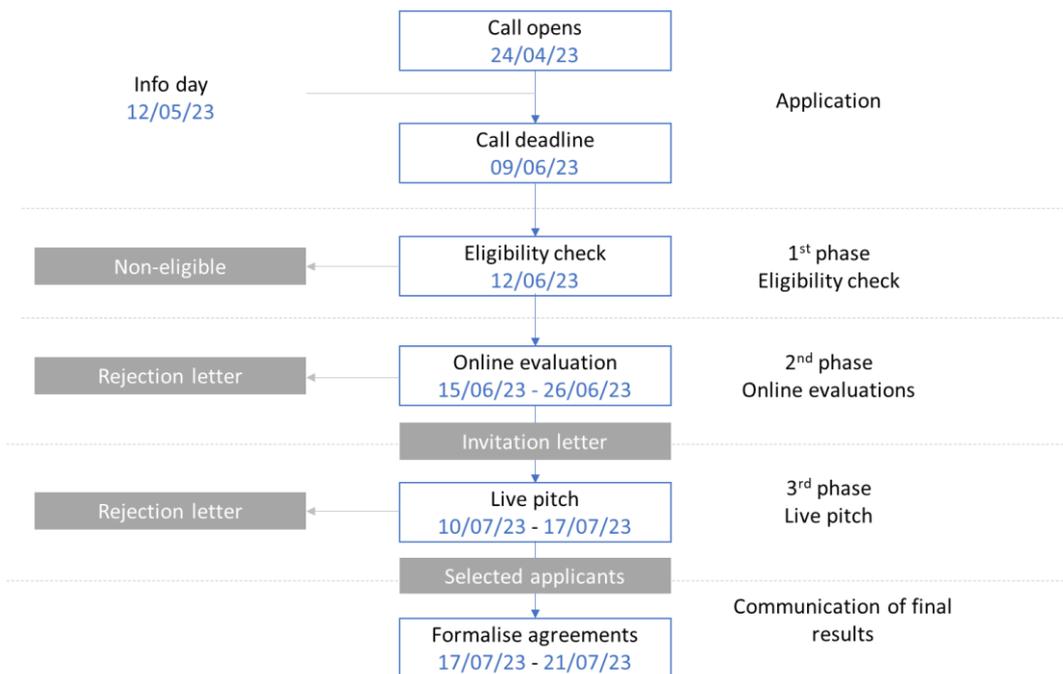
- **Connection to EIT**

As a cross-EIT Community activity, the programme connects the start-up to the respective Community (Urban Mobility, Food or Manufacturing) through assigning a representative with the responsibility to explain possible further collaborations within the respective community. Each EIT Community has other ways to further support start-ups, through investment, acceleration programmes, pilots with stakeholders or cities, among others.

## 5. Call dates

The call for applications follows the dates mentioned below:

Stage of the call	Date
Call opens	24 <sup>th</sup> April 2023
Call closes	9 <sup>th</sup> June 2023
1st phase: evaluation of applications Announcement of phase 2 shortlist	26 <sup>th</sup> June 2023
2nd phase: online interview	10 <sup>th</sup> July – 14 <sup>th</sup> July 2023
Communication of selected start-ups	17 <sup>th</sup> July 2023
Formalise agreements	17 <sup>th</sup> July 2023 – 21 <sup>st</sup> July 2023



## 6. Eligibility criteria for applicants

This call is open to start-ups that meet the following criteria:

- Female-led, which means to have a woman in a leading role (founder or C-level);
- The applicant must be a private “legal entity” defined as [SME](#);
- The submitted application is in English language and the female representative has fluent spoken English;
- A team with at least 2 FTE, not a single founder;



- Company incorporation date posterior to 31/12/2012;
- Start-up registered in a Member States (MS) of the European Union (EU) including their outermost regions and third countries associated to Horizon Europe (please follow this [link](#) for the full list of eligible countries);
- With relation with the focus areas of EIT Urban Mobility, EIT Food and/or EIT Manufacturing. These are:
  - EIT Urban Mobility: Active mobility, City logistics, Public realm, Future mobility, Mobility and energy, Urban Air Mobility, Waterway transportation & Water logistics, Connected & Autonomous Vehicles, and Sensors & training data.
  - EIT Food: Alternative proteins, Sustainable agriculture, Targeted nutrition, Sustainable aquaculture, Digital traceability, and Circular food systems.
  - EIT Manufacturing: Flexible production systems, Low environmental footprint systems & circular economy, Digital & collaborative solutions, and Human machine co-working.
- Not involved (as a company) in another acceleration or scale-up programme in the second half of 2022 from either EIT Urban Mobility, Food or Manufacturing.

In addition, successful applicants will be requested before joining the acceleration programmes to guarantee the availability of the female leader to participate in the program.

At any time, beneficiaries will be required to avoid any conflict of interest (Appendix A) and comply with the principles of transparency, non-discrimination, equal treatment, and sound financial management.

## 7. Application process

All applicants to the Call Rocket Up 2023 are required to complete the Application Form through the [Rocket Up Awards Platform](#).

Start-up representatives must register and validate the account if they are accessing the platform for the first time. If the company representative has already created an account, he/she should proceed to log in. Once logged in, the steps are as follows:

1. Start a new application
2. Select Category Rocket Up 2023
3. Follow the application form

During the application all compulsory fields must be filled. Details about the application form, sections and required information are included in *Appendix D – Application form, sections and required information*. Only applications *submitted* before the call deadline will be evaluated.

## 8. Evaluation phases and criteria

The evaluation of proposals and fit with the programme will be conducted in **three steps**:

### 1st phase – Admissibility and eligibility check

The proposals will be eligible if they pass the following eligibility criteria explained in section 6. Applications meeting all the formal eligibility requirements will be selected for Phase 2 - Online evaluation.



### 2nd phase – Online evaluation

Applications are reviewed online by a **panel composed by at least 3 evaluators**, with same weighting of scores.

Each evaluator will have to score each application based on **five standardised criteria** for a maximum of 25 points: **Product and Innovation** (5 points), **Team** (5 points), **Market** (5 points), **Impact and Sustainability** (5 points) and **Internationalization capacity** (5 points). The average of all scores will give the total score for a given applicant.

Evaluation criteria			Score
1	Product & Innovation	Cutting-edge technology and innovative business models that introduce a new and feasible service or product to the market. Creation of a patent or IP protection. Venture that addresses an EIT Urban Mobility, Food or Manufacturing focus area.	0-5
2	Team	Motivated and diverse team, with background experience and leadership. Degree of women's leadership in the company. Stakeholders' relations: companies, investors, coaches and other partners.	0-5
3	Market	A realistic interpretation of market size, go to market strategies, competition, and differentiation of the product. Short- and long-term objectives, user attraction and retention and sound financial figures.	0-5
4	Impact & Sustainability	Sustainable business models that generate long-term social and environmental benefits, tackling specific challenge areas of the <a href="#">Sustainable Development Goals</a>	0-5
5	Internationalization capacity	Product or service scalability. International experience, diversity, and English level of the team. Potential clients outside home market or multinational. Level of clarity and efficiency of processes.	0-5

Each evaluator underlines the strengths and weaknesses of the start-up and to understand better the potential opportunities and risks. They will rank each criterion according to the following guidelines:

Score	Guidelines	
0	<i>None</i>	The information requested is missing or incomplete
1	<i>Very poor</i>	The information provided is considered irrelevant or inadequate compared to the specific call provisions
2	<i>Poor</i>	The information provided lacks relevant quality and contains significant weaknesses, compared to the specific call provisions
3	<i>Fair</i>	The overall information provided is adequate, however, some aspects are unclearly or insufficiently detailed, compared to the specific call provisions
4	<i>Good</i>	The information provided is adequate with sufficiently outlined details, compared to the specific call provisions
5	<i>Excellent</i>	The information provided is perfectly suitable and outstanding in its details, clarity and coherence, compared to the specific call provisions

**Top 15 ranked start-ups** applications will qualify to Phase 3 – Online interview. Once the four evaluators have concluded their assessment, a Consensus Meeting is organised to discuss final



scores and produce a brief evaluation report. Applicants will be notified via e-mail about the outcome of the evaluation

### 3rd phase – Online interview

The candidates will pitch their candidacy to join the programme to a **panel composed by at least 3 jury members.**

Each evaluator will have to score each start-up application based on two standardised criteria for a maximum of 20 points: **Pitch** (10 points), **Overall fit to programme** (10 points). The average of all evaluators scores will give the total score for a given applicant.

Evaluation criteria		Score
1	<b>Pitch</b>	Evaluation of pitch clarity on: - Founding team - Problem and solution fit - Innovativeness - Market validation - Business model, pricing and go-to-market strategy - Partners and traction - Competition and USP - Impact and sustainability
2	<b>Overall fit to the programme</b>	Merits and fit of start-up to the programme call

The format of the live pitch will be 5 minutes presentation by the START-UP and 15 minutes questions from the jury panel. Once the four evaluators have concluded their assessment, a Consensus Meeting is organised to review final scores and produce a final evaluation report.

**Top 10 ranked start-ups** applications will be conditionally accepted to join the Rocket Up programme. Applicants will be notified via email about the outcome of the evaluation.

### Communication of results

Results will be communicated to the email of the start-up representative registered at the AwardForce platform.

- Phase 1 results will be communicated with a rejection letter to non-qualified applicants;
- Phase 2 results will be communicated with a rejection letter and a brief evaluation report to non-qualified applicants; and an invitation to the live pitch for the qualified applicants;
- Phase 3 results will be communicated with a rejection letter and a final evaluation report to non-qualified applicants; and an announcement letter and a final evaluation report to selected start-ups.

Individual scores and comments made by evaluators will remain confidential.

The start-up point of contact for any application deemed inadmissible/ineligible who disputes the ineligibility decision, may appeal. This appeal must be sent to [celesteregla@eiturbanmobility.eu](mailto:celesteregla@eiturbanmobility.eu) within 5 calendar days from the official notification of ineligibility, by identifying and describing the factual errors that according to the applicant invalidate the decision. A final decision on the appeal is taken by EIT Urban Mobility.



### 9. Successful applications

Successful candidates will receive the support outlined in section 4 and will be required to diligently collaborate to:

- Guarantee the availability of the female leader to participate in the programme, following the operational set out explained in section 10.
- Sign the legal agreement with EIT Urban Mobility (mandatory to provide when an applicant has been conditionally accepted and before the Rocket Up programme starting date)
- All activities funded by the EIT Community Supernovas must follow branding guidelines and obligations. Communication activities of results funded by the services must display the special logo of the EIT Community Supernovas (mandatory when an applicant has been conditionally accepted and before the Rocket Up programme starting date);



All beneficiaries funded by the EIT Supernovas must respect the following conditions:

- Avoid any conflict of interest and comply with the principles of transparency, non-discrimination and sound financial management (Appendix A).
- Comply with the IPR rules (Appendix B) and the confidentiality and data protection rules (Appendix C).
- Agree to systematic monitoring and review of supported activities by the EIT Communities.

### 10. Operation of programme

The Programme will be held on from September to December 2023. It is organized around the following dates:

Programme activities	Date
Starting date	Early Sep 2023
Group sessions – All 3 Modules	Sep. – Dec. 2023
Individualized mentoring – Business expert	Sep. – Nov. 2023
Individualized mentoring – Internationalization expert	Sep. – Nov. 2023
Individualized mentoring – Regional expert	Nov. – Dec. 2023



The programme expects that each participant:

- Defines mentoring objectives and structure of sessions with assigned experts in the individualized sessions.
- Attends, be on time and participate actively in all group trainings and the one-to-one mentoring sessions. This includes following our policy of having the camera turned on during all sessions.
- Has prepared the mandatory homework and preparation before each session.
- Provides the documents required for reporting purposes of the activity towards EIT.
- Is a positive ambassador for the programme and participate in the follow up questionnaires proposed by EIT during the year following participation in the programme.

## 11. Contact details

In case of any questions or inquiries please contact [celeste.regla@eiturbanmobility.eu](mailto:celeste.regla@eiturbanmobility.eu).



## Appendix A. Conflict of Interest

The beneficiaries must take all measures to prevent any situation where the impartial and objective implementation of the Agreement could be compromised for reasons involving family, emotional life, political or national affinity, economic interest or any other direct or indirect interest ('conflict of interests').

They must formally notify the granting authority without delay of any situation constituting or likely to lead to a conflict of interests and immediately take all the necessary steps to rectify this situation.

The granting authority may verify that the measures taken are appropriate and may require additional measures to be taken by a specified deadline.

If a beneficiary breach any of its obligations under this Appendix, the services given may be reduced.

## Appendix B. Intellectual property rights

The granting authority does not obtain ownership of the results produced under the action.

'Results' means any tangible or intangible effect of the action, such as data, know-how or information, whatever its form or nature, whether or not it can be protected, as well as any rights attached to it, including intellectual property rights.

Applicants retain full and exclusive ownership of their intellectual property rights.

## Appendix C. Confidentiality and personal data protection

The application submission and evaluation process will be done via an online submission management tool by Awards Platform. The sole purpose of the collection of data is to verify the eligibility of the submitted applications and to identify the best companies. Participants will provide name, postal address, and email address ("personal data") only for the purposes related to execution of the call. EIT Urban Mobility will process the submitted material according to the European General Data Protection Regulation (GDPR), handled confidentially. Everybody that reads the applications during the review process is bound by confidentiality agreements.

Participants have the possibility to indicate that EIT Urban Mobility may grant access to parts of their submission to trusted investors and partners.

The organizers and their authorized representatives in the programme undertake to ensure the confidentiality of the ideas and projects presented throughout the programme.

**YOUR CONSENT TO THE USE OF SUBMITTABLE AS SUBMISSION AND EVALUATION TOOL:** By submitting your application within this challenge you implicitly state your consent to the Terms and Conditions as well as the [Privacy policy of EIT Urban Mobility](#).

**YOUR CONSENT TO THE USE OF PERSONAL DATA:** By submitting your application within this call you consent that EIT Urban Mobility will collect, transfer, process, store and delete your data in accordance with the aforementioned conditions.



Appendix D. Application form, sections and required information.

Section 0: General information	
Item	Description
<b>Representative</b>	Enter the name and surname of the start-up representative as main point of contact.
<b>Email</b>	Enter start-up representative email contact for official communications.
<b>Start-up</b>	Enter the start-up name.
<b>Incorporation date</b>	Indicate the incorporation date of your start-up.
<b>Country</b>	Select the country where your start-up is from.
<b>Web</b>	Enter the start-up website address
<b>Pitch Deck</b>	<p>Upload your pitch deck. Pitch Decks are expected to cover the following content:</p> <ul style="list-style-type: none"> <li>• The problem you are solving (and for whom)</li> <li>• Your innovative solution (ideally with evidence of product-market-fit), its degree of innovativeness and stage of development (MVP, prototype, product launched)</li> <li>• Your market opportunity: market size, potential and scalability of your solution.</li> <li>• Business model, pricing, and go-to-market strategy</li> <li>• Partners and traction</li> <li>• Competition and USP (including IP &amp; patents if any)</li> <li>• Financial projections</li> <li>• Funding needs and fit with the Call</li> <li>• Team</li> </ul> <p>PDF format is preferred. Max. 15 slides</p>
<b>Motivation</b>	Explain why you want to enter in this programme and what do you expect to achieve.
<b>Last EIT programme</b>	Name the programme from EIT where your start-up has participated and received support, if applicable.
<b>Contact source</b>	Select the how you found out about the programme.
<b>SME as defined under the EU recommendation 2003/36.</b>	Checkbox to confirm eligibility as a SME under EU definition.
<b>Acceptance of T&amp;C</b>	Checkbox to confirm that applicants have read and accepted the Terms and Conditions for the call.



<b>Acceptance of Privacy Policy from EIT Urban Mobility</b>	Checkbox to confirm that applicants have read and accepted the Privacy Policy from EIT KIC Urban Mobility S.L. (EIT Urban Mobility) - AwardForce.
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Section 1: Product & Innovation		
Item	Description	Score
<b>Solution</b>	Short description of your product/service.	5
<b>Innovativeness</b>	Describe what makes you different. Incorporate here if you have any patent or IP protection.	
<b>EIT Community</b>	Select the community that best fits your start-up solution: Urban Mobility, Food or Manufacturing.	
<b>EIT Focus Area</b>	Select the focus area that best fits your start-up solution: <ul style="list-style-type: none"> <li>EIT Urban Mobility: Active mobility, City logistics, Public realm, Future mobility, Mobility and energy, Urban Air Mobility, Waterway transportation &amp; Water logistics, Connected &amp; Autonomous Vehicles, and Sensors &amp; training data.</li> <li>EIT Food: Alternative proteins, Sustainable agriculture, Targeted nutrition, Sustainable aquaculture, Digital traceability, and Circular food systems.</li> <li>EIT Manufacturing: Flexible production systems, Low environmental footprint systems &amp; circular economy, Digital &amp; collaborative solutions, and Human machine co-working.</li> </ul>	

Section 2: Team		
Item	Description	Score
<b>Nº of Full-time equivalent (FTE)</b>	Select how many FTEs are in your team.	5
<b>Skills and experience</b>	Describe the skills and experience of your team and provide LinkedIn profiles.	
<b>Stakeholders</b>	Describe your relations with investors, coaches, other companies, and partners.	

Section 3: Market		
Item	Description	Score
<b>Target customer</b>	Describe your customer segment, construct a specific use case, and identify the current challenges the customer is facing.	5



<b>Market size</b>	Introduce your market size in euros and describe how you calculated it.	
<b>Competition and Unique selling proposition (USP)</b>	Name your competition and target the specific reasons why your customer segment chooses you and what specific impact your solution will have on them.	
<b>Business Model</b>	Describe your pricing models, the channels and the strategy you use to reach your customer.	
<b>Revenue</b>	Introduce your start-up yearly revenues.	
<b>Burn rate</b>	Introduce your start-up monthly burn rate.	
<b>Received investments</b>	Describe the investments you have received and if you have participated in a capital round.	

Section 4: Impact & Sustainability		
Item	Description	Score
<b>Environmental</b>	Describe how your start-up lowers the impact of human activity on the environment. You can consider air, water, soil and noise pollution, waste production, damage to ecosystems and loss of biodiversity, among others <a href="#">Sustainable Development Goals</a> .	5
<b>Social</b>	Describe any significant or positive changes that solve or at least address social injustice and challenges. You can consider no poverty, good health and well-being, gender equality, decent work, reduce inequality, among others <a href="#">Sustainable Development Goals</a> .	

Section 5: Internationalization Capacity		
Item	Description	Score
<b>Scalability</b>	Describe how your system is ready to handle growth and how you can adapt changing needs or patterns of users.	5
<b>Team preparation</b>	Explain the start-up and team’s past experiences in other countries and how your team’s diversity supports your expansion (if applicable). Name potential multinational clients or clients outside home market (if applicable). Describe your level of clarity and efficiency of internal processes.	
<b>Resources</b>	Describe your business development / sales team and the resources you can address to internationalize your start-up once accepted in the programme.	