

# Open Competition for CITY Rapid Applications for Transport (City RAPTOR 2022)

## Competition Terms

EIT Urban Mobility - Mobility for more liveable urban spaces

EIT Urban Mobility  
Barcelona | 3 May 2022

[eiturbanmobility.eu](http://eiturbanmobility.eu)

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Term Definitions Chart	
Sponsor	EIT KIC Urban Mobility S.L.U hereinafter “EIT Urban Mobility”
City	The relevant consortia and corresponding city each associated to 3 niche city mobility challenges
Applicant	Start-up or SME who applies formulating a solution to a RAPTOR challenge
Awardee	The Applicant that is selected as the best, to participate in the RAPTOR programme
Solution	A Solution is an innovative good, product or service that addresses the challenge defined by the city. The minimum RAPTOR output required is an in-situ testable Minimum Viable Product.

# 1. Background

City RAPTOR 2022 is a programme of EIT Urban Mobility (Sponsor). It aims to match niche challenges of cities/towns/neighbourhoods in three cities: Tel Aviv, Cascais, and Istanbul to early-stage start-ups and SMEs.

The City RAPTOR 2022 Competition is open to start-ups or SMEs based in a European Union (EU) Member State or a Horizon Europe Associated state. A maximum of 9 awards, 3 per city, will be made and administered jointly via the awarded cities and EIT Urban Mobility.

Each City has issued a brief highlighting their 3 niche urban mobility challenges and information necessary to assess their issue and location ([www.raptorproject.eu](http://www.raptorproject.eu)). We invite application that respond these niche challenges to be submitted by 30 June 2022 before 23:59 CET using the [AwardsPlatform](#) tool.

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The Awardee will be **supported financially, technically, and commercially** to develop and test their Solution over the months of September – December 2022. Each RAPTOR Awardee must conduct an **in-situ demo** of the Solution for a minimum of one week by 16 December 2022.

## 2. General Information

### 2.1. Applicant Eligibility

Any start-up or SME from an EU Member State or a Horizon Europe Associated state may submit a response to a City RAPTOR challenge.

### 2.2. Applications

Each Solution must have one corresponding application form. Applicants may propose a Solution to multiple challenges and/or multiple Solutions to one specific challenge. **However, no Applicant may be awarded more than one RAPTOR project.**

### 2.3. RAPTOR Award Package

A maximum of nine start-ups/SMEs will win an award package made up of mentoring, advice, hosting, and cash. The total value of each RAPTOR award package is up to 50.000 EUR. The package includes office space hosting of the Awardees in the city provided location. The award package also includes mentoring and support over the development phase covering technical and business mentoring as well as marketing/promotion.

The award package also includes a cash element of 30.000 EUR (excluding VAT). If the Awardee does not avail themselves of support, mentoring, or hosting, in-kind support will not be monetized. No other expenses or costs will be accepted. All local tax liabilities lie with the Awardee.

### 2.4. Financial Award

In line with EIT Urban Mobility requirements, financial awards can only be made to legally registered entities and not to a natural person. Thus, to take up an award, teams from winning applications must

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register as a legal entity in any EU Member State before 28 July 2022. Evidence of the legal registration and banking details of the Awardee must be received by 28 July 2022, or the award may be forfeited.

Financial disbursement of the prize will be made in two instalments of 15.000 EUR (excluding VAT). The first instalment will occur due 13 September 2022. The second instalment will occur upon confirmation of the delivery of the Solution in-situ by the City, by 22 December 2022. Payments will be made by bank transfer to the account number provided in the legal documentation.

### 2.5. Main Contact Person

Applicants must designate a named person to manage all legal, commercial, and technical aspects of the relationship with the City and with EIT KIC Urban Mobility S.L. They will also be asked to confirm ownership, access, licensed use, or fair use of any required background intellectual property upon which their Solution is based.

### 2.6. Submission of applications

Documents related to entries must be submitted via the online platform ([eiturbanmobility.awardsplatform.com](http://eiturbanmobility.awardsplatform.com)), established for this purpose on the website ([www.raptorproject.eu](http://www.raptorproject.eu)) supported by EIT Urban Mobility

## 3. Key Dates and Timelines

Dates	Activity
2 May 2022	City RAPTOR Challenges Live on Website
3 May 2022	Application Opens & Submission Period Begins
25 May 2022	Public Launch of City RAPTOR Competition at RAPTOR Summit in Barcelona <i>(Nb: Applicants need not be present)</i>
30 June 2022	Application Closes & Submission Period Closes
4-7 July 2022	Evaluation Phase 1: Individual Evaluations
8 July 2022	Notification of Top 3 Proposals to Move to Panel Hearings
12-15 July 2022	Evaluation Phase 2: Panel Hearings

20 July 2022	Notification of Winners
28 July – 9 September 2022	Financial Sustainability Negotiations
2 August 2022	Deadline for Submission of Startup/SME Legal Documentation (including Award Declaration signature)
12 September 2022	Start RAPTOR project, Solution development and mentoring
13 September 2022	First disbursement of 15.000 €
16 December 2022	End RAPTOR project, Solution development and mentoring. Deadline for completion of 1 week in-situ demo.
22 December 2022	Second disbursement of 15.000 €

## 4. Evaluation and Selection

The evaluation of responses will be conducted in two stages. The first stage will be an individual evaluation. The top 3 applications from each challenge will be invited to the second round, a panel hearing.

### 4.1. First stage - Individual Evaluation

The online application has four sections: administrative information, innovation, feasibility, and impact. Additionally, in the feasibility section, Applicants may upload one attachment to support the application. This may be a “pitch deck” or a detailed Solution overview and design documents. This attachment is optional but recommended.

All eligible online applications will be evaluated by a selection panel comprised of one representative of the City, one consortia member, and two EIT Urban Mobility members (one each from Innovation and Business Creation, two different thematic areas / departments within the Sponsor). Evaluation will be made on three criteria: **innovation**, **feasibility**, and **impact**.

## Evaluation Scoring and Weighting

Each of the items listed under the three evaluation criteria - innovation, feasibility, and impact shown in the Item Score and Weighting table below, will be assessed and scored between 0-5 according to the description in the Evaluation Scoring Description table below.

### Item Score and Weighting

Section	Item	Maximum Score	Weighting
Innovation	1. Understanding of City Challenge	5	10%
	2. Solution Description	5	20%
Feasibility	3. Assumptions	5	10%
	4. Timeline	5	10%
	5. Skills and Experience	5	20%
Impact	6. Wider Impact	5	10%
	7. Procurement Maturity	5	10%
	8. Business Development	5	10%
<b>TOTAL</b>		<b>40</b>	<b>100%</b>

### Evaluation Scoring Descriptions

Score	Description
0	<i>None</i> The information requested is missing (either not filled it in or not provided in the text).
1	<i>Very poor</i> The information provided is considered as irrelevant or inadequate compared to the specific competition provisions
2	<i>Poor</i> The information provided lacks relevant quality and contains significant weaknesses, compared to the specific competition provisions
3	<i>Fair</i> The overall information provided is adequate, however some aspects are unclearly or insufficiently detailed, compared to the specific competition provisions
4	<i>Good</i> The information provided is adequate with sufficiently outlined details, compared to the specific competition provisions
5	<i>Excellent</i> The information provided is outstanding in its details, clarity, and coherence, compared to the specific competition provisions

The top 3 Applicants for each challenge will be invited to the second evaluation stage, the panel hearing, and will be notified electronically before 08 July 2022. Proposals outside of the top 3 for each challenge will not advance to the second stage and will be notified electronically before 09 July 2022.

## Evaluation Criteria

The RAPTOR selection panel will assess the responses submitted based on how well the proposals align with the niche challenges, particularly with respect to innovation capacity, feasibility of the Solution to achieve the challenge objectives, and have impact on the city.

**INNOVATION.** The detailed description of the Solution, the approach, the workflow.

**FEASIBILITY.** Each Applicant must outline their Solution and define their assumptions and expectations of the city. This includes assumptions and expectations of access to physical space, infrastructure, technical systems, necessary equipment/hardware specification and experienced staff to ensure the Solution is fully understood by City. Demonstrated respective professional capability and skills to complete the Solution addressing the niche City challenge within the timeframe.

**IMPACT.** The Solution must directly address the niche issue provided by the City. The impact of the effort must be concentrated on the city. Description of wider impacts of Solution, business development strategy. Potential for procurement opportunities within the next 12 months shall be stated and baseline price points outlined.

## Online Application Form

Section 1: ADMINISTRATION			
Item	Description	Mandatory field	Max Score / weighting
Solution Title	Name of the Solution	Yes	N/A
Name of SME/ Start-up	Enter the SME or start-up name	Yes	N/A
Country	Enter the country from where your start-up or SME is registered	Yes	N/A
Founding Year	In in what year was the start-up or SME founded?	Yes	N/A
Main contact name	Enter in principal contact's name	Yes	N/A
Main contact e-mail	Enter in principal contact's email address	Yes	N/A
Main contact phone number	Enter in principal contact's phone number	Yes	N/A



Investment interest	Would your start-up/SME be interested in investment opportunities from EIT Urban Mobility?	No	N/A
Company valuation	What is the estimated current worth of your startup/SME?	No	N/A
Number of full-time employees	Write the number of full-time employees that work for your start-up/SME	No	N/A
What mentoring needs do you for see your startup/SME, if selected for RAPTOR?	You can for example list things like legal advice, business models, patents and IPR, technical advice, seeking investment and funding opportunities, scaling, hiring new talent onto your team, etc.	Yes	N/A

Section 2: INNOVATION			
Item	Description	Mandatory field	Max Score / weighting
1. Which city challenge will be addressed?	Review and restate the city niche challenge as you understand it. What are they key issues you aim to resolve?	Yes	5 / 10%
2. Describe the product or service and how it will solve the city challenge.	What is the Solution? How does it work? What are the most innovative elements? How do different elements work together in the Solution? What is the process or workflow? What is the technical design?	Yes	5 / 20%
<i>INNOVATION Maximum score and weighting</i>			<i>10 / 30%</i>
Section 3: FEASIBILITY			
Item	Description	Mandatory field	Max Score / weighting
3. Assumptions	Outline what you understand about the city and the niche urban mobility challenge. What assumptions have you made in designing your Solution? What are your expectations in	Yes	5 / 10%

	relation to access to information, infrastructure, co-operation, and facilities? Does your Solution depend on any specific software, communication systems or operating systems? Do you expect these to already be in use or provided by RAPTOR?		
<b>4. Timeline</b>	What are your timelines and milestones? Can the Solution be developed and tested within the defined timeline? Will an in-situ demonstration be feasible before 16 December 2022?	Yes	5/10%
<b>5. Skills and Experience</b>	Outline your team/start-up/SME's experience in the Solution area and mention any reference projects. Provide relevant CV information of key people in the organisation and reference any previous projects.	Yes	5 / 20%
<b>Optional Pitch Deck Attachment</b>		No	N/A
<i>FEASIBILITY Maximum score and weighting</i>			<i>15 / 40%</i>
<b>Section 4: IMPACT</b>			
<b>Item</b>	<b>Description</b>	<b>Mandatory field</b>	<b>Max Score / weighting</b>
<b>6. Wider Impact</b>	What impact will a successful Solution have on your partner the city's core issues? What will change? What benefits would you imagine for other towns and cities adopting your Solution?	Yes	5 / 10%
<b>7. Upscaling</b>	Do you foresee potential for your Solution to be implemented in the city in the long term? What capacities would your start-up/SME need in order to expand the Solution for the city, after RAPTOR?	Yes	5 / 10%

<b>8. Business Development</b>	How do you imagine the next steps of your Solution in the market? What would be your preferred commercial approach? Do you have any market analysis supporting your idea? If the Solution was successful, who would you see as your direct competitor?	Yes	5 / 10%
<i>IMPACT Maximum score and weighting</i>			15 / 30%
<b>TOTAL</b>			<b>40 / 100%</b>

#### 4.2. Second Stage – Panel Hearing

The top 3 scoring applicants per challenge will be invited to the second stage of the evaluation.

The panel will be comprised of one representative of the City, one consortia member, and two EIT Urban Mobility members (one each from Innovation and Business Creation, two different thematic areas / departments within the Sponsor).

The panel hearing will take place remotely on Zoom. Each Applicant will have 5 minutes to pitch their solution and team, followed by 10 minutes of questions from the hearing panel.

Thereafter the panel will have a closed discussion for 20 minutes about the proposed solutions. The 3 top proposals will be ranked in order of preference. If there is a tie, the City will have the deciding vote.

Applicants will be notified electronically of the results.

NB: There is no appeals process as part of the RAPTOR Competition process.

## 5. Awarded RAPTOR Projects

Applicants will sign an Award Declaration. Once signed, the Applicant becomes an Awardee.

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## 5.1. Financial Sustainability Mechanism

While the City leads on the selection of the Awardees and are the direct beneficiaries of demonstration, the contract relationship will be directly between the EIT Urban Mobility and the Awardee.

Once the Awardees are selected for each niche city mobility challenge, a negotiation phase will begin to propose a suitable financial sustainability mechanism (FSM) that provides a Return on Investment (ROI) for EIT Urban Mobility via:

- Grant in exchange for Applicant's contribution to EIT Urban Mobility Financial Sustainability. Or SAFE agreement.  
or
- Revenue share, equity, or product and service fees

NB: EIT Urban Mobility supports long term sustainability of innovation and projects contribute to the establishment of a perpetual innovation fund supporting long-term opportunities, skills, growth, and development. EIT Urban Mobility and our City partners have fully trained business mentors who can support through this FSM process, which must be concluded by 9 September 2022. Once the FSM agreement is in place, the first of the two instalments of 15.000 EUR will be made to the bank account given by the Awardee.

## 5.2. Solution Development & Delivery

Awarded projects will have 4 months (September 2022 to December 2022) to develop and test the Solution.

At the end of the development phase, the Awardee will hand over the Solution to the respective City (by 16 December 2022). The City will test the Solution for a minimum of one week. Awardees should plan and execute the test by coordinating with the respective city.

All IPR generated from the proposal is the sole proprietor of the Awardee. EIT Urban Mobility, City and technical support have no claim on product/service/Solution.



### 5.3. Monitoring and reporting

Continuous and ongoing contact and mentorship will take place throughout City RAPTOR, as set out by the City. The awardee must attend at least one monitoring meeting per month (either online or in person) together with the sponsor and the city. The focus will be on the progress towards the development of the Solution and planning for the in-situ demonstration(s). The meeting will be minuted.

### 5.4. Mentoring

The City will provide a customised mentoring programme for the Awardees. Applicants will already have been invited to supply some basic information about their foreseen mentoring needs, in the application form (Section 1), for the duration of their participation in City RAPTOR.

### 5.5. Other EIT Urban Mobility programmes

The Sponsor EIT Urban Mobility is running several programmes for accelerating start-ups and scale up SMEs (EG: EIT UM Accelerator Programme) outside of the RAPTOR project. Awardees depending on the stage of their company will have the possibility to enter in these programmes. Previously, some RAPTOR Awardees have progressed towards active investment by EIT Urban Mobility; however, this is wholly conditional on the business merits and no guarantee is made.

### 5.6. Reporting obligations

Subject to the procedures of EIT Urban Mobility S.L., any active participant in our programmes are assigned a functional role in our structures. In the context of the City RAPTOR the awardees will formally be classified as a subgrantee. The subgrantee status is the least complex category of association and better suited to agile innovation and only two reporting requirements will be needed by January 31, 2023.

Firstly, financial costs up to 30k euro need to evidence in the activities associated to the solution demo in your city.

Secondly, a Key Productivity Indicator (KPI) Evidence document will need to be completed. The KPI evidence is a short two-page document. Support will be offered in completion of the documents.

In applying to the City RAPTOR competition, applicants formally accept to comply with these reporting obligations.

## 6. Withdrawal of the award

### 6.1. Withdrawal of the Award

EIT Urban Mobility may withdraw all or part of the award if the terms and conditions contained in these rules are violated, or in the event of any significant deviation from the stated content and objectives for the responder's proposal. A basis for withdrawal of part of the award would be: if progress to Solution development ceased, or if a Solution was not provided for the City by the specified date. However, underperformance issues of a Solution in-situ would not be grounds for withdrawal of the award in and of itself. Agile innovation is not guaranteed success. Any questions or concerns may be addressed to [raptor@eiturbanmobility.eu](mailto:raptor@eiturbanmobility.eu).

### 6.2. Cancellation of the Competition

EIT Urban Mobility reserves the right to cancel the competition anytime at its sole discretion before the award.

### 6.3. Exclusion Criteria & Decisions on Exclusions

EIT Urban Mobility shall exclude a person or entity from participating in the CITY RAPTOR Competition or from being selected where that person or entity is in one or more of the following exclusion situations:

- a) the person or entity is bankrupt, subject to insolvency or winding-up procedures, its assets are being administered by a liquidator or by a court, it is in an arrangement with creditors, its business activities are suspended, or it is in any analogous situation arising from a similar procedure provided for under Union or national law;
- b) it has been established by a final judgment or a final administrative decision that the person or entity is in breach of its obligations relating to the payment of taxes or social security contributions in accordance with the applicable law;
- c) it has been established by a final judgment or a final administrative decision that the person or entity is guilty of grave professional misconduct by having violated applicable laws or regulations or ethical standards of the profession to which the person or entity belongs, or by having engaged in any wrongful conduct which has an impact on its professional



- credibility where such conduct denotes wrongful intent or gross negligence, including, in particular, any of the following: (i) fraudulently or negligently misrepresenting information required for the verification of the absence of grounds for exclusion or the fulfilment of eligibility or selection criteria or in the implementation of the legal commitment; (ii) entering into agreement with other persons or entities with the aim of distorting competition; (iii) violating intellectual property rights; (iv) attempting to influence the decision-making of the authorising officer responsible during the award procedure; (v) attempting to obtain confidential information that may confer upon it undue advantages in the award procedure;
- d) it has been established by a final judgment that the person or entity is guilty of any of the following: (i) fraud, within the meaning of Article 3 of Directive (EU) 2017/1371 of the European Parliament and of the Council and Article 1 of the Convention on the protection of the European Communities' financial interests, drawn up by the Council Act of 26 July 1995 (2); (ii) corruption, as defined in Article 4(2) of Directive (EU) 2017/1371 or active corruption within the meaning of Article 3 of the Convention on the fight against corruption involving officials of the European Communities or officials of Member States of the European Union, drawn up by the Council Act of 26 May 1997 (3), or conduct referred to in Article 2(1) of Council Framework Decision 2003/568/JHA (4), or corruption as defined in other applicable laws; (iii) conduct related to a criminal organisation as referred to in Article 2 of Council Framework Decision 2008/841/JHA (5); (iv) money laundering or terrorist financing within the meaning of Article 1(3), (4) and (5) of Directive (EU) 2015/849 of the European Parliament and of the Council (6); (v) terrorist offences or offences linked to terrorist activities, as defined in Articles 1 and 3 of Council Framework Decision 2002/475/JHA (7), respectively, or inciting, aiding, abetting or attempting to commit such offences, as referred to in Article 4 of that Decision; (vi) child labour or other offences concerning trafficking in human beings as referred to in Article 2 of Directive 2011/36/EU of the European Parliament and of the Council.
- e) the person or entity has shown significant deficiencies in complying with main obligations in the implementation of a legal commitment financed by the budget which has: (i) led to the early termination of a legal commitment; (ii) led to the application of liquidated damages or other contractual penalties; or (iii) been discovered by an authorising officer, OLAF or the Court of Auditors following checks, audits or investigations;
- f) it has been established by a final judgment or final administrative decision that the person or entity has committed an irregularity within the meaning of Article 1(2) of Council Regulation (EC, Euratom) No 2988/95 (1);

- g) it has been established by a final judgment or final administrative decision that the person or entity has created an entity in a different jurisdiction with the intent to circumvent fiscal, social or any other legal obligations in the jurisdiction of its registered office, central administration or principal place of business;
- h) it has been established by a final judgment or final administrative decision that an entity has been created with the intent referred to in point (g)

In the absence of a final judgment or, where applicable, a final administrative decision in the cases referred to in points (c), (d), (f), (g) and (h) of paragraph 1 of this section, or in the case referred to in point (e) of paragraph 1 of this section, the EIT Urban Mobility shall exclude a person or entity referred to in on the basis of a preliminary classification in law of a conduct as referred to in those points, having regard to established facts or other findings contained in the recommendation of the panel.

#### 6.4. Rejection from the RAPTOR award procedure

EIT UM shall reject from an award procedure a participant who:

- a) is in an exclusion situation established in the Section “Exclusion criteria”
- b) has misrepresented the information required as a condition for participating in the procedure or has failed to supply that information;
- c) was previously involved in the preparation of documents used in the award procedure where this entails a breach of the principle of equality of treatment, including distortion of competition, that cannot be remedied otherwise. The EIT UM shall communicate to the other participants in the award procedure the relevant information exchanged in the context of or resulting from the involvement of the participant in the preparation of the award procedure as referred to in point (c) of the first subparagraph. Prior to any such rejection the participant shall be given the opportunity to prove that its involvement in preparing the award procedure does not breach the principle of equality of treatment.