

Open Competition RAPTOR Pilot 2 (2022)

Competition Terms

EIT Urban Mobility - Mobility for more liveable urban spaces

EIT Urban Mobility
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eiturbanmobility.eu

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Term Definitions Chart	
Sponsor	EIT Urban Mobility
City	The municipality/city/town that defined a niche urban mobility challenge to be addressed within a RAPTOR project by a start-up or SME
Applicant	Start-up or SME who submits a solution to a RAPTOR challenge
Awardee	The applicant that has the best solution to address the challenge and is selected to participate on a RAPTOR project
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

Rapid Applications for Transport (RAPTOR) is a pilot project of EIT Urban Mobility (Sponsor). RAPTOR matches niche city urban mobility challenges to solutions from start-ups and SMEs. The RAPTOR pilot is executed in two cycles. The first pilot cycle is nearing completion and the second cycle is ready to begin.

This second pilot cycle is looking for solutions, products, or services to address new challenges defined by **Riga, Tallinn, Bratislava, Cluj-Napoca, Prague city district 6, and Prague city district 7.**

The competition is open to applicants based in a European Union (EU) Member State or a Horizon Europe Associated state. A maximum of **six awardees**, one per city challenge, will be selected to work on delivering their solution for the RAPTOR city.

The Awardee will be **supported financially, technically, and commercially** to develop and test their solution over the months of July – December 2022. Each RAPTOR awardee must conduct an **in-situ demonstration** of the solution for a minimum of one week by 15 December 2022.

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Each city has outlined their niche urban mobility challenge and provided the necessary information to understand the challenge and its local context (www.raptorproject.eu). We invite applications that respond to these niche challenges to be submitted by **27 May 2022 before 23:59 CET** using the [AwardsPlatform](#) tool.

2. General Information

2.1. Applicant Eligibility

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

2.2. Applications

Applicants should be submitted by **27 May 2022 before 23:59 CET** using the [AwardsPlatform](#) tool.

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 award.

2.3. Awardee Prize Package

A maximum of six start-ups or SMEs will be awarded a prize package **worth up to 50.000 EUR** to support the development and in-situ testing of their minimum viable product (MVP) solution. Awardees will sign a declaration accepting the prize and its conditions before the disbursement of the award.

The cash element of the prize package is **30.000 EUR** (excluding VAT). The prize package also includes mentoring and support over the RAPTOR project timeframe, covering technical and business mentoring as well as marketing and promotion.

The prize package includes hosting of the awardees up to 2-day per week in the main EIT Urban Mobility offices in Torres Glories, Floor 24, Avenida Diagonal, Barcelona, Spain. Depending on the challenge, the RAPTOR city might also offer local office space. General travel costs associated with visiting the EIT Urban Mobility offices or RAPTOR city offices are not included in the prize package.

However, funding may be available for major events or conferences once a RAPTOR awardee has successfully tested their solution.

2.4. Cash Prize

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

In line with EIT Urban Mobility requirements, financial awards can only be made to **legally registered entities**. Thus, applicants must register as a legal entity in any EU Member State or fully Associated Horizon Europe State to take up the cash prize. Evidence of the legal registration and banking details of the awardee must be received **by 30 June 2022**, or the prize may be forfeited.

Financial disbursement of the cash prize will be made in two instalments of 15.000 EUR (excluding VAT). The first instalment will occur by 6 July 2022. The second instalment will occur by 31 December 2022 after sponsor and city positively assess project results. Payments will be made by bank transfer to the account number provided in the legal documentation.

2.5. Applicant Main Contact

Applicants must designate a named person to manage all legal, commercial, and technical aspects of the relationship with the city and sponsor. 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. Application Submission

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



3. Key Dates and Timelines

Dates	Activity
02 May 2022	RAPTOR Challenges published live on website
03 May 2022	Application opens and submission period begins
25 May 2022	Public launch of RAPTOR competition at RAPTOR Summit in Barcelona (NB: Applicants do need not be present)
27 May 2022	Application closes and submission period closes
30 May – 08 June 2022	Evaluation Phase 1: individual evaluations
09 June 2022	Notification of top 3 proposals to move to panel hearings and unsuccessful applicants
14-17 June 2022	Evaluation Phase 2: panel hearings
23 June 2022	Notification to awardees
30 June 2022	Deadline for submission of start-up/SME legal documentation (registration as legal entity and notification of prize acceptance)
01 July 2022	Start RAPTOR project and mentoring
15 December 2022	End RAPTOR project and mentoring
06 July 2022	First disbursement of EUR 15.000
31 December 2022	Second disbursement of EUR 15.000

4. Evaluation and Selection

The evaluation of applications will be conducted in two stages. The first stage will be an individual evaluation. The top three applications from each city challenge will be invited to the second evaluation stage. The second evaluation stage consists of a panel hearing.

4.1. First Stage - Individual Evaluation

The online application has four sections: administrative information, innovation, feasibility, and impact.

In the feasibility section, applicants may upload one attachment to support the application e.g., a ‘pitch deck’, a detailed solution overview, or design documents. This attachment is optional but recommended.

All eligible online applications will be evaluated by a selection panel comprised of one city representative, two representatives from EIT Urban Mobility, and one external expert. 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%
TOTAL		40	100%

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 three applicants for each city challenge will be invited to the second evaluation stage, the panel hearing, and will be notified electronically before 09 June 2022. Proposals outside of the top three for each city challenge will not advance to the second stage and will be notified electronically before 09 June 2022.

Evaluation Criteria

The RAPTOR selection panel will assess the applications 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, and 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 develop and test the solution addressing the niche city challenge within the timeframe.

IMPACT. The solution must directly address the niche challenge 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
Start-up incorporated	Mark yes if you represent an SME or start-up (created entity). Mark no if you represent yourself or a team (without a created entity).	Yes	N/A
Name of SME/ Start-up	Enter the SME or start-up name	No	N/A
Country	Enter the Member State from which you apply	Yes	N/A
Founding Year	If start-up/SME is already founded, in what year was it founded?	No	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 start-up/SME?	No	N/A
Number of full-time employees	0-3, 4-7, 8-12, 13-17, 18+	No	N/A
What mentoring needs do you for see your start-up/SME needing, 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 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?	Yes	5 / 10%
4. Timeline	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 15 December 2022?	Yes	5/10%
5. Skills and Experience	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%
Optional Pitch Deck Attachment		No	N/A
<i>FEASIBILITY Maximum score and weighting</i>			<i>15 / 40%</i>

Section 4: IMPACT			
Item	Description	Mandatory field	Max Score / weighting
6. Wider Impact	What impact will a successful solution have on the city's core issues? What will change? What benefits would you imagine for other towns and cities adopting your solution?	Yes	5 / 10%
7. Upscaling	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%
8. Business Development	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? Who would you see as your direct competitor?	Yes	5 / 10%
<i>IMPACT Maximum score and weighting</i>			15 / 30%
TOTAL			40 / 100%

4.2. Second Stage – Panel Hearing

The **top three scoring applicants** per challenge will be invited to the second stage of the evaluation, a panel hearing. The panel hearing will consist of one city representative, two representatives from EIT Urban Mobility, and one external expert.

The panel hearing will take place remotely on Zoom. Each applicant will have five 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 three top proposals will be ranked in order of preference. The awardee will be selected by a simple majority vote. If there is a tie, the city will have the deciding vote.

There will be three panels to review each niche challenge. Each city will review all finalists in one day per panel. 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 acceptance of the prize award before being able to receive the prize package.

5.1. RAPTOR Project Phase

Awarded projects will have five-six months (July-December 2022) to develop and test the solution. The city must test the solution for a minimum of one week within this timeframe (in-situ demonstration).

All IPR generated from the proposal is the sole proprietor of the awardee. Awardees should guarantee that they own sufficient rights to exploit the solution.

5.2. Monitoring

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 of the development and testing of the awardee's solution. In the first meeting the RAPTOR project's scope, milestones and Key Performance Indicators are jointly defined and reported on in the following monitoring meetings. The meetings will be minuted to track progress.

5.3. Reporting obligation

Subject to the procedures of EIT Urban Mobility S.L., any active participant receiving a prize/award, will be required to report on activity completion. This report will be in the form of a two-page Key Productivity Indicator (KPI) evidence document. The specific KPI associated to RAPTOR is the "Marketed Innovation KPI". This document highlights the solution/service/product tested, its value and how the RAPTOR process allowed you to change, modify or improve in your product/solution/service. A section is also provided for outlining prospective sales opportunities in the coming 18 months.

In applying to the RAPTOR Pilot competition, applicants formally accept to comply with the KPI reporting obligations



5.4. Mentoring

The awardee will be assigned a mentor and be provided with a customised mentoring programme. The programme depends on the awardee's specific needs within the RAPTOR project. Applicants will already have been invited to supply some basic information about their foreseen mentoring needs, in the application form (Section 1).

5.5. Other EIT UM programmes

The sponsor, EIT Urban Mobility, is running several programmes for accelerating start-ups and scaling up SMEs (e.g.: 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.

6. Other

6.1. Withdrawal of the Prize

EIT Urban Mobility may withdraw all or part of the prize awarded 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 prize would be if the monitoring team concludes that the awardee is not committed or/and does not deliver the minimum viable product for reasons wholly owned and controlled by the start-up. However, underperformance issues of an MVP in-situ would not, in itself, be grounds for withdrawal of the prize. Agile innovation is not guaranteed success. Any questions or concerns may be addressed to 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

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EIT Urban Mobility shall exclude a person or entity from participating in the 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.

