EIT Climate-KIC Accelerator Spain 2020 – Call 2 Guidelines

Since 2012 the Accelerator programme has incubated and accelerated more than 1000 pro-climate start-ups, becoming one of Europe's leading accelerator programmes for impact and cleantech ventures and one of the most solid offers of EIT Climate- KIC's product portfolio.

The principal objective of the Start-up Accelerator programme is to help start-ups achieve major early-stage milestones so that, once they graduate from the programme, they are ready for investment and scaling.

The Spanish Start-Up Acceleration programme in 2020 will cover the 3 stages of the programme.

In these stages, different objectives and type of support are given:

- Stage 1 – Fundamentals. Help entrepreneurs translate pro-climate inventions into viable business models. Start-ups will work developing and testing a business model using an appropriate business model assessment framework, and present a plan for validating that business model by real-world customers.

- **Stage 2 – Validation.** Help entrepreneurs translate business plans into concrete value propositions. Provide evidence of the validation of the business model by real-world customers and develop and present a plan for developing products/services to market-readiness and achieving market entry.

- **Stage 3 – Delivery.** Help entrepreneurs translate validated business models into first transactions with first customers/ beneficiaries and/ or investors. Start-ups will pursue market entry with core product/service in beachhead markets and achieve a meaningful number of commercial transactions that validate the core value proposition and/ or attract capital to progress into the next stage in the business development.

A first call was launched for Accelerator 2020 in Spain, including Stage 1.

Now, through this second call is expected to select companies to enrol the programme in Stage 2 or Stage 3 of the Accelerator. This call is also linked to Covid-19 context.

Climate-KIC is supported by the
EIT, a body of the European Union

Stage 2 – Validation. Business Model Validation

Purpose

Help entrepreneurs translate business plans into concrete value propositions
Provide evidence of the validation of the business model by real-world customers and develop and present a plan for developing products/ services to market-readiness and achieving market entry.

Scope of offer

Stage duration: from 3 to 4 months
Financial support: up to EUR 15,000 grant (eligible costs under justification/invoices)
Support services:

- Access to Climate-KIC coach network.
- Access to Master Classes.
- Access to Community Link
- Access to Investor Marketplace
- Formal sessions (e.g. Bootcamps, training, pitching etc.)
- Informal sessions (e.g. peer-to-peer etc.)
- Networking events (e.g. Demo day)
- Talks by 3rd parties
- Access to events and fairs
- Access to incubation facilities (offices/ co-working space etc.)

Eligible Recipients

Start-ups that comply with the following criteria:

- Successfully absolved stage 1 or coming directly to stage 2.
- Have a breakthrough idea related to new technology or service with substantial climate impact.
- A solid business model is already defined.
- The start-up is composed by a motivated team (at least two founders/ members) and the leadership team is already in place.
- The start-up has already a legal entity not older than 5 years.
- Are committed to participate in the programme activities.
- The team is capable of working in an English-speaking environment.

Stage 3 – Onwards to investment and scaling

Purpose

Help entrepreneurs translate business plans into concrete value propositions.

Pursue market entry with core product/service in beachhead markets and achieve a meaningful number of commercial transactions that validate value proposition of product/service and leads to generation of first commercial revenue.

Scope of offer

Stage duration: from 3 to 4 months
Financial support: up to EUR 30,000 grant (eligible costs under justification/invoices)

Support services:

- Access to Climate-KIC coach network.
- Access to Master Classes.
- Access to Community Link
- Access to Investor Marketplace
- Formal sessions (e.g. Bootcamps, training, pitching etc.)
- Informal sessions (e.g. peer-to-peer etc.)
- Networking events (e.g. Demo day)
- Talks by 3rd parties
- Access to events and fairs
- Access to incubation facilities (offices/ co-working space etc.)

Eligible Recipients

Start-ups that comply with the following criteria:

- Successfully absolved Stage 2 or coming directly to stage 3.
- Have a breakthrough idea related to new technology or service with substantial climate impact.
- A validated business model is already defined.
- The start-up is composed by a motivated team (at least two founders) and the leadership team is already in place.
- The start-up has already a legal entity not older than 5 years.
- Early users/ customers/ partners/investors identified.
- Are committed to participate in the programme activities.
- The team is capable of working in an English-speaking environment.

Application & Decision process

- Applications are accepted during fixed stage gates or submission windows.
  Call Start Date: from 26/06/2020
  Call End Date: until 26/07/2020, 23:59h CET
- Applications must be made using the corresponding application form.
- Pre-selected start-ups will pitch in front of dedicated selection committee: at least, 5 min. pitch and 5 min. Q&A
- Selection committee/ Jury is expected on 3 September 2020.
- From 4 September 2020 it is expected to communicate which of the applications have been accepted and will therefore participate in the programme.
- Evaluation criteria:
  - Alignment with EIT Climate-KIC new strategy, Impact Goals & Deep Demonstrations
  - Innovativeness
  - Feasibility
  - Team
  - Climate Benefit
  - Scalability
  - Long term perspective
  - Programme fit

Branding

As a recipient of the EIT grant, start-ups are required to be compliant with the EIT branding rules and must guarantee that EIT Climate-KIC logo and EU flag are well represented according to EIT Climate-KIC Brand Guidelines.

KPIs and Reporting

As a recipient of the EIT grant start-ups will have to:

- Contribute to KPIs of the program

  Core KPIs
  - Products (goods or services) or processes launched on the market/ invoiced
  - Investment attracted by start-ups supported by KICs
  - Success stories submitted to and accepted by EIT
  - Start-ups supported by KICs

- Report their performance and respond to the surveys when required to fulfil the achievement of KPIs and reporting.

EIT Climate-KIC new strategy, Impact Goals & Deep Demonstrations

Start-ups must align with:

New **EIT Climate-KIC strategy for 2019-2022 -**
https://www.climate-kic.org/news/transformation-in-time/?utm_source=Twitter&utm_medium=Post&utm_campaign=ClimateKIC_strategy_2019_2022

EIT Climate-KIC Impact Goals and Theory of Change
https://www.climate-kic.org/who-we-are/making-an-impact/
https://www.climate-kic.org/news-insights/impact-goals/

Deep Demonstrations of a Net-Zero Emissions, Resilient Future
https://www.climate-kic.org/programmes/deep-demonstrations/
https://www.climate-kic.org/wp-content/uploads/2019/04/EIT-Climate-KIC-Deep-Demonstrations.pdf

Challenges of problem owners in line with the new EIT Climate-KIC Strategy "Transformation, in Time" can be considered in order to align with them and to connect supply and demand.

In the Accelerator programme 2020 it is expected that a total of 3 grants (one in each Stage) will be co-funded not only by EIT Climate-KIC but also by Fundación Valenciaport, in line with the new EIT Climate-KIC strategy, with the Deep Demonstration "Net-Zero-Emission, Resilient Maritime Hubs" and with the initiative #SuperLabPorts. The grants co-funded by Fundación Valenciaport in this present call are expected to give response to the following challenges identified in collaboration with challenge owners after a co-creation process with demand-lead approach:

Challenge 1: Innovation in photovoltaic plants in port facilities

The installation of photovoltaic energy in ports presents specificities such as the high level of salinity and humidity, the difficult access for installation and maintenance on cranes or breakwater walls and vibrations that require materials, types of panels and structures that take into account these particularities, in order to maximize the performance of this type of installation in port facilities.

This challenge is looking for start-ups that can provide solutions that maximize the performance of the installation using specific materials, types of panels especially well adapted to the port environment and structures that allow installation on ship-to-shore cranes and RTGs, as well as on breakwater walls. The materials, types of panels and structures proposed could be compared with each other and with standard solutions in pilots to be carried out in the port of Valencia or Gandía.

The aim is to maximize the energy produced, taking into account the constant vibrations and the risk of over-heating of the panels placed on cranes, the complexity of access for installation and maintenance of the panels placed on cranes and on breakwater walls, and the conditions of high salinity and humidity prevailing on all the surfaces where solar panels would be installed throughout the port (car park roofs, building roofs, breakwaters and cranes)

The users of this solution would be the Port Authority of Valencia and the port terminal operators in the Port of Valencia.

Challenge 2: virtual battery for renewable energy storage in an internal network

In all renewable installations for self-consumption there is a temporary decoupling between the energy generated and the energy consumed, that can only be solved if some component allows the absorption of surpluses and provides energy in periods of deficit. If the system is connected to a network with other

consumers, this can be achieved through intelligent network management, in which the surpluses of some producers can be used by other consumers.

A key aspect in making investments in renewables attractive to grid members is that these energy flows are reflected in the energy bill of the energy producer, so that both consumed and discharged energy is taken into account. From the point of view of energy management, the rest of the network would act for the electricity producer as an element of electricity storage that has been physically installed, so it can be considered as a virtual battery.

For this system to be viable and attractive, it must include the appropriate elements that allow electricity flows in a technically correct manner (quality of the electricity discharged), it must manage these flows properly, both from an operational and economic point of view, and it must take into account the limitations of the network.

The challenge is to find start-ups that provide both technical and operational solutions, for the creation of a virtual battery system that allows for the proper management of the electricity produced locally by the users of the Port of Valencia.

The clients/users of this solution would be the Port Authority of Valencia and the terminals operated under concession by different operators in the Port of Valencia.

More information

climate-kic.org
spain.climate-kic.org

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