

EIT RawMaterials

Bridging business, research and education.



FOR STUDENTS



FOR ENTREPRENEURS



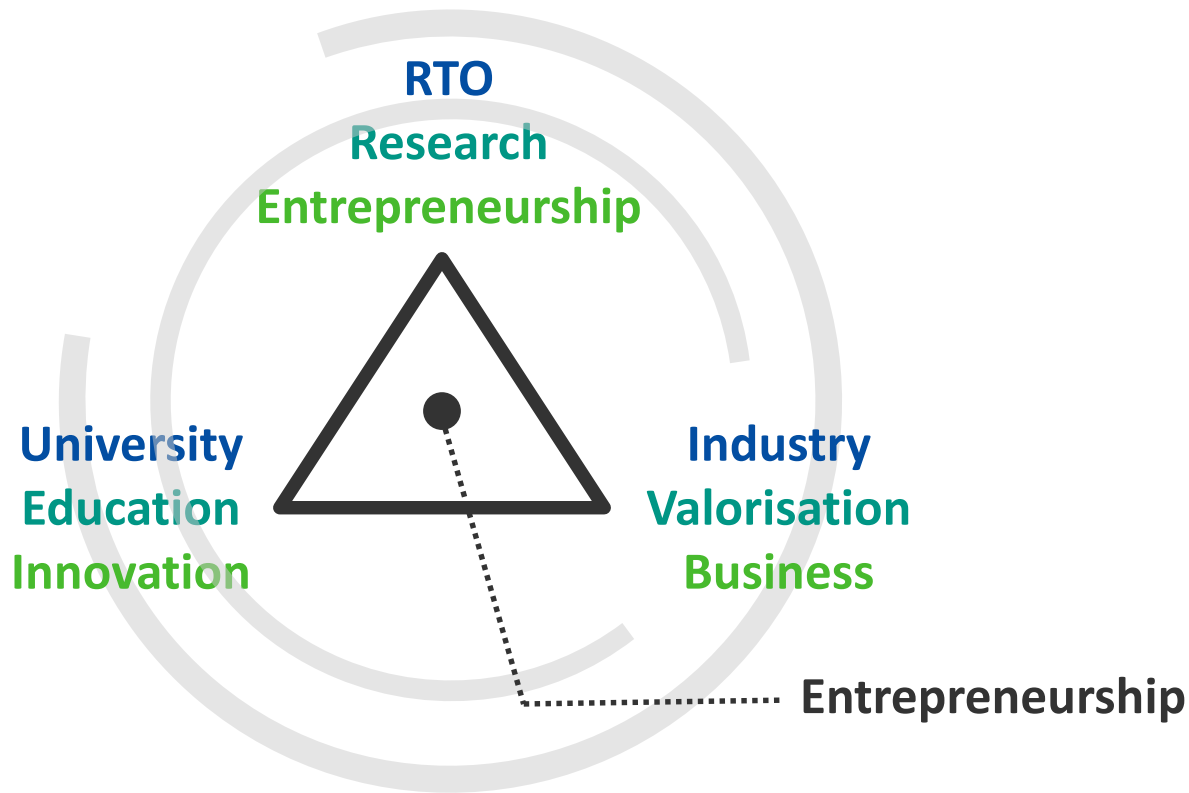
FOR UNIVERSITIES AND
RESEARCH CENTRES



FOR BUSINESSES



FOR EU CITIZENS



- Knowledge and Innovation Community (KIC)
- 350 M€ funding for education / business creation / innovation projects

A European Initiative

- World's largest community in the raw materials sector
- Over 110 partners across 22 countries



- Six Co-location Centers across Europe, Headquarter in Berlin

BECOMING A MEMBER

<http://eitrawmaterials.eu/about-us/partners/>

Core Partners

Can participate to an unlimited number of projects and activities **without funding limitations**

Core Partners membership fees are **100K€ in cash + 900k€ of in-kind contribution (KCA)**

Associate Partners

Can participate to collaborative projects **with funding limitations (300k€/year)**

Associate partners membership fees are **30k€ in cash + 300k€ of in-kind contribution (KCA)**

Task Partners

Contribute to actions/tasks. **No membership fees** and **funding capped to 60k€/year**



SUBSCRIBE

in

twitter

f

BENEFIT TO PARTNERS

- **Enhance network** between reference entities
- **Boost collaborative projects** in the field of raw materials
- **Start new businesses** in an international environment
- Obtain **additional funds** to develop strategic cooperative projects
- **Have a continuous assessment** about other methods and procedures to manage innovation with the aim of improving the partners' internal knowledge triangle
- Achieve **educational excellence** for employees
- Introduce an **entrepreneurial mindset** for students
- **Improve visibility** as a leader in innovation
- **Understand who is who** in the raw materials sector – in Europe and beyond



SUBSCRIBE

in

twitter

f

STRATEGIC OBJECTIVES OF THE KIC

1. Securing raw materials supply

Support mining activities in challenging environments, develop robotics and automation, to manage decreasing quality of resources and rising supply costs

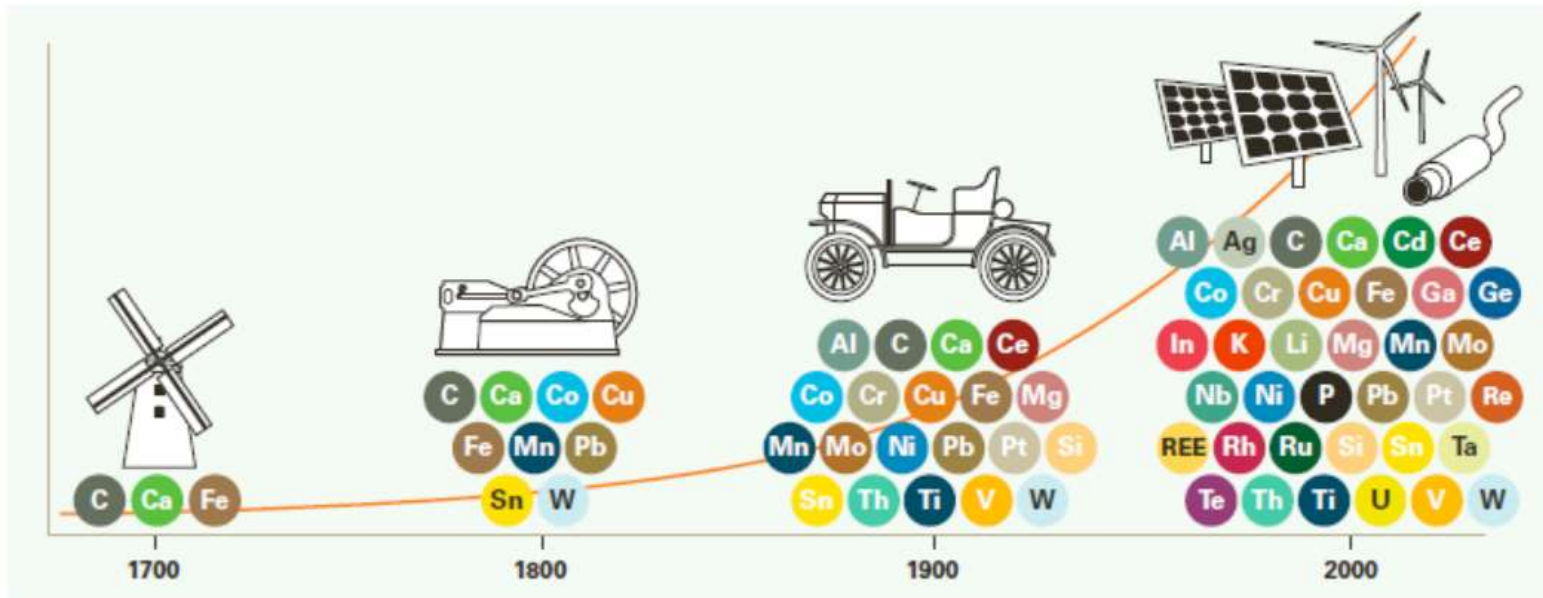
2. Designing solutions

Promote substitution of materials, solve material efficiency, to face an increasingly diverse demand for critical and strategic materials with volatile prices

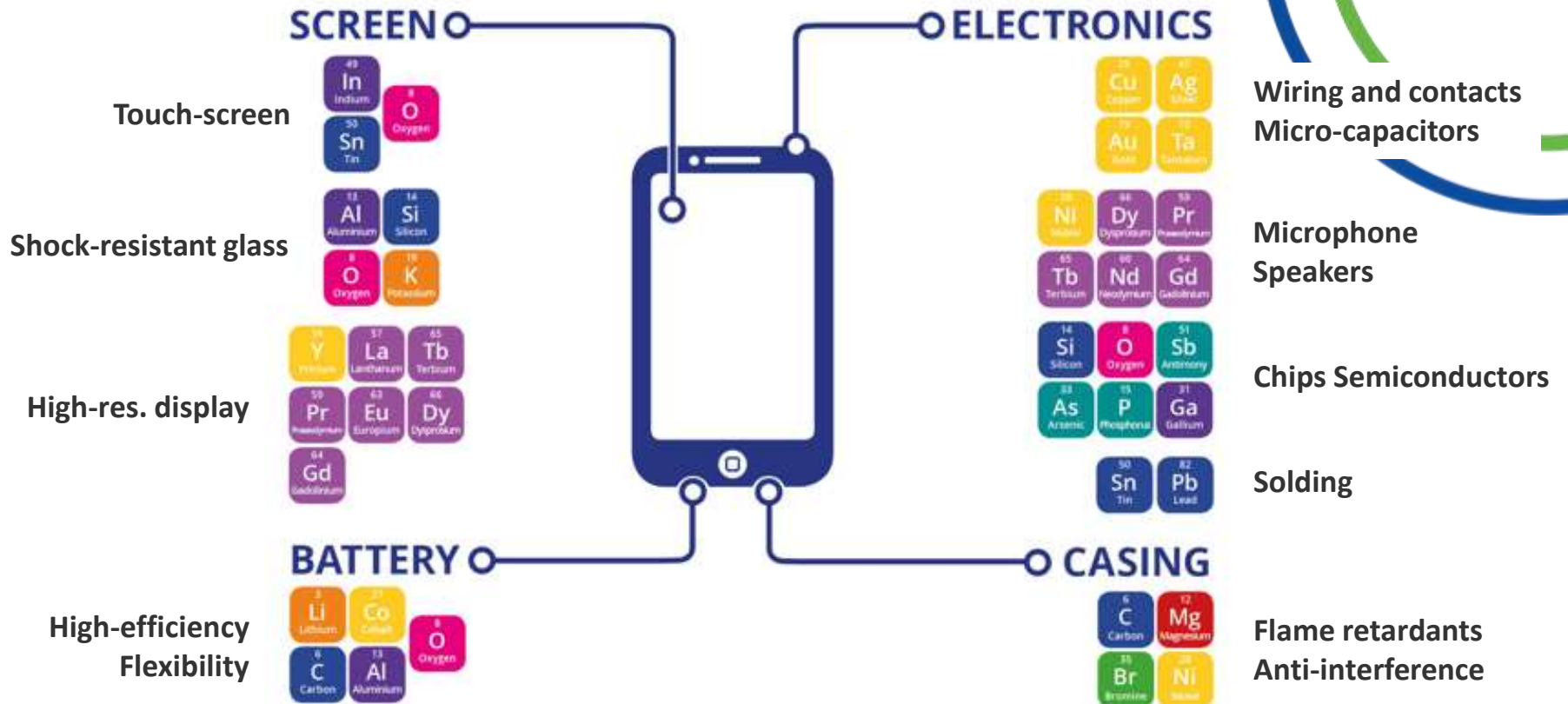


TOWARDS A CIRCULAR ECONOMY FOR CRITICAL AND STRATEGIC MATERIALS

... because our economy and life-style strongly depend on Critical Raw Materials with limited accessibility for Europeans



THE SMARTPHONE CASE



SCOPE OF ACTIVITIES & MARKETS

- **EXPLORATION**

Mining exploration and raw materials resource assessment

- **MINING**

Mining in challenging environments (city, deep sea, etc.)

- **PROCESS EFFICIENCY**

Increase efficiency in mineral and metallurgical processes

- **SUBSTITUTION**

Substitution of materials in products and for optimized performances

- **RECYCLING**

Recycling and materials chain optimization of end-of-life products

- **CIRCULAR ECONOMY**

Design of products and services for the circular economy

SUPPORTED ACTIVITIES



MATCHMAKING & NETWORKING

On a request from KIC members or spontaneously ...

EIT RawMaterials organizes conferences, workshop, and events

<http://eitrawmaterials.eu/events/>



COMPETITIVENESS IN LITHIUM INDUSTRY

11-13 October 2017 in Würzburg, Germany

Register until 22 September 2017

www.eitrawmaterials.eu/events/competitiveness-in-lithium-industry/



VALIDATION & ACCELERATION (CALL 2018)

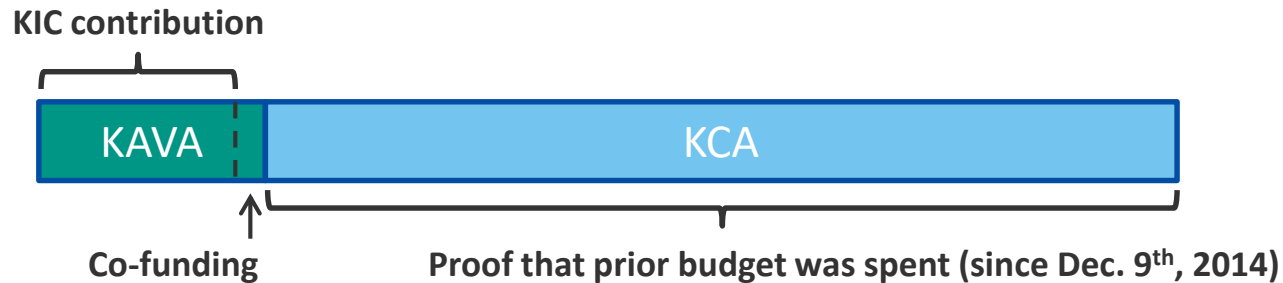
Up-scaling projects, networks of infrastructure, internationalization, and regional and information scheme projects follow the same timeline...



EIT RAW MATERIALS TIMELINE

- **Opening date of the call:** 25^h of September 2017 (Brokerage Event)
- **Proposal registration:** 12th of January 2018
- **Proposal submission:** 28th of February 2018
- **Evaluation period:** March – May 2018
- **Results:** Early June 2018
- **Earliest starting date** for approved projects: 1st of January 2019
- **Latest starting date** for approved projects: 1st of July 2019
- **Pre-financing payment:** 55% of the project funding Q2 2019
- **Payment of balance:** 45% Q1 2020
- **SeedBook** for submitting the proposal <https://seedbook.eitrawmaterials.eu>
- **BlueBook** for reporting and budget adjustments <https://bluebook.eitrawmaterials.eu>
- **Proposal registration and submission platform goes “online”:** late November

THE KCA / KAVA / CO-FUNDING STORY



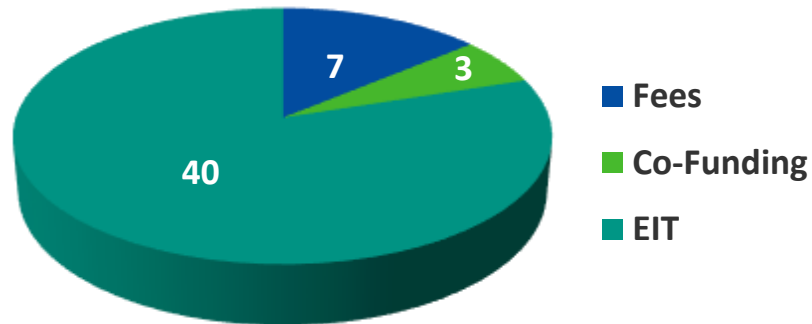
- **KAVA** (KIC Added Value Activity)
= requested budget for the project
 - **KAVA co-funding:**
= 10-15% mandatory for up-scaling projects
= Optional but encouraged for Education, RIS, and Internationalisation projects
 - **KCA** (KIC Complementary Activity)
= R&D already done to bring the technology at least up to TRL5
- upscaling: 25% KAVA / 75% KCA
education: 50% KAVA / 50% KCA

UPSCALING PROJECTS

- **Duration:** between 1 and 4 years
- **High TRL:** from at least 5 to 7-9
- **Consortium:** at least 3 Core / Associate partners
from 2 different CLCs and 2 different countries
Core / Associate partners from at least 2 sides of the knowledge triangle
single partner cannot be WP leader for all WPs
- **Budget:** 25% KAVA / 75% KCA
KAVA = 100% of direct cost + 25% indirect costs
additional overhead cannot be claimed as co-funding
- **Co-funding:** 10-15% of KAVA required
- **Go-to-market strategy** (GO vs NO-GO) & **Backflow** to the KIC proposed
 - Educational component encouraged

SOME NUMBERS FROM 2017...

- **Global budget:** 50M€ (*budget requested at Business Plan 2017*)



- **50-70% for upscaling projects:** **35-45% Exploration / Mining**
15-25% Processing
35-45% Substitution / Recycling / Circular economy

2-3 Large size projects (2-5 M€)

3-4 Medium size projects (1-2 M€)

5-10 Small size projects (< 1 M€)

SOME RUNNING UP-SCALING PROJECTS

Note. Your CLC-Central is focused on the following thematics:

substitution - recycling - circular economy

- **Go-4-0** (Eramet, ArcelorMittal, CRM)
From Fe- and Mn-oxides wastes to valuable metal alloys using novel carbon sources materials
- **RACE TP** (Arkema, IRT-M2P, Mondragon)
Lightweight recyclable automotive thermoplastic composite parts for large series production
- **SIRIUS** (Nanomakers, CEA, Varta)
Silicon nanoparticles based composites upscaling for high-efficiency batteries
- **SUPERSMART** (Arkema, ArjoWiggins, CEA, Fraunhofer, VTT)
Printed electronics on advanced, fully-recyclable papers

EDUCATION (Activities)

- Master
- PhD Education
- Lifelong Learning
- Wider Society

Under the umbrella of the RawMaterials Academy:

- Raw Materials University Days
- Lifelong learning as a tool for tech transfer
- EIT labelled programmes
 - > Support to partner application
 - > Call process management
 - > Benefits:



- dedicated marketing & communication service
- additional scholarships (AVSA grants)



EDUCATION PROJECTS

- **Duration:** between 1 and 4 years
- **Consortium:** at least 3 Core / Associate partners
from 2 different CLCs and 2 different countries
Core / Associate partners from at least 2 sides of the knowledge triangle
single partner cannot be WP leader for all WPs
- **Budget:** 50% KAVA / 50% KCA
KAVA = 100% of direct cost + 25% indirect costs
additional overhead cannot be claimed as co-funding
- **Co-funding:** 10% of KAVA encouraged but required

SOME RUNNING EDUCATION PROJECTS

- **LightRight - Lifelong learning** (Fraunhofer, Uni Milano, Zanari Fonderies etc)
Curricula for professional training courses in materials for lightweight design, based on industrial needs
- **SusCritMat – PhD but wider** (ESM, TU Delft, Granta Design etc)
Understand the impact and role of critical raw materials in a whole value chain view and by this have an added value for the companies by which they are or will be working
- **AMIS - Master** (INP Grenoble, TU Darmstadt, Uni Liège, Aalto University, ArcelorMittal etc)
Acquire an understanding of the full raw materials value chain, and a mind-set for innovation & entrepreneurship focusing on substitution.
- **IDS-FunMat-Inno - PhD** (Uni Bordeaux, Uni Nova Lisboa, Tecnalia, KU Leuven, Arkema etc)
Acquire I&E skill but also technical including processing, recycling and substitution of critical raw materials

INTERNATIONALISATION & RIS ELIGIBILITY

- **Internationalisation**

projects that are building on the results and experiences of earlier projects

- **Regional & Information Scheme**

case-by-case basis projects; may include for example mobility programmes for students and professors, study visits, scientific and technical valorisation of the results, technology transfer, support of local start-ups, joint communication and networking events

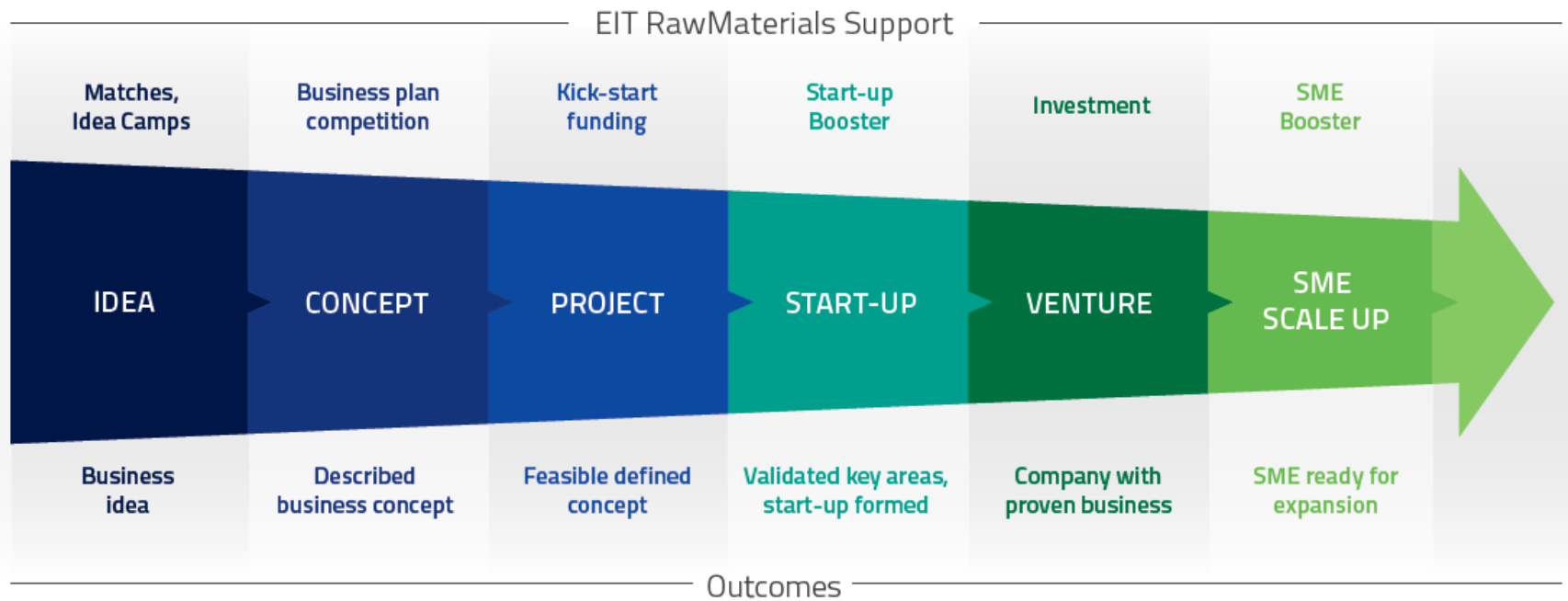
	Internationalisation	RIS
Targeted regions	EUNC: Neighbouring Countries of the EU	The East & South-East Europe (ESEE) region
	RDVP: Resource-rich developing economies (DR Congo, Bolivia, Peru, Liberia...)	
	RREM: Resource-rich emerging economies with strong activities in the RM sector (Brazil, Chile, South Africa, India, China...)	The Baltic countries
	TECH: Developed economies leading in the RM sector (Australia, Canada, USA, South Korea, Japan...)	

INTERNATIONALISATION & RIS PROJECTS

- **Consortium:** at least 3 Core / Associate partners
from 2 different CLCs and 2 different countries
Core / Associate partners from at least 2 sides of the knowledge triangle
- **Budget:** KAVA = 100% of direct cost
co-funding encouraged, budget smaller than 200k€
- **Size and number of projects to be granted:**
5 internationalisation projects
5-10 Research & Information Scheme Projects

BUSINESS CREATION & SUPPORT

- Yearly Business Idea Competition
- Yearly Start-up and SME Booster



BUSINESS IDEA COMPETITION (BIC)

- **General:** yearly activity in 2 rounds
- **Scope:** new solutions and approaches can be proposed on elemental, material, process, product, system and service level
- Winners receive a prize and are involved in various events organized by EIT RawMaterials, and have opportunity to network with the world largest community in the raw materials sector
- **Closing date:** 31st of May, 2017




BUSINESS IDEA COMPETITION

Deadline: 31 May 2017
Prizes: 112.500 Euro

Apply here: eitrawmaterials.eu/business-idea-competition/2017/



 EIT RawMaterials is supported by the EIT,
a body of the European Union

BIC PHASES

1. Going beyond discoveries and intelligent mines
2. Optimisation of processes, recycling, and circular economy
3. Substitution of critical/toxic materials and for optimized performance



Note. Petrochemical, food/agricultural, and construction raw materials are excluded

SOME BIC 2016 WINNERS



- **COSMOS Fenix**



Velaworks s.r.o (SK) + Univ. of Brescia (IT)

Flame retardant for plastic and rubber (replacing brom and antimony) from cleaner incinerator treatment

- **Aero CDW**



Keey Aerogel (FR) + Tecnalia (SP)

Super-insulating aerogel from recycled construction and demolition wastes

- **GREENGO**



Linköping University (SW)

Graphite from biomass (agricultural or forest wastes) for lithium batteries

START-UP AND SME BOOSTER

For start-ups and SMEs that...

want to test their business ideas

would like to meet key players in the raw materials sector

are looking for financial and/or non-financial support



START-UP AND SME BOOSTER CALL

Application deadline 15 July 2017



START-UP AND SME BOOSTER

<https://eitrawmaterials.eu/booster-call-2017/>

- **End of May, 2017:** launching the call
- **15th July, 2017:** applications deadline
- **30th July, 2017:** short list of candidates for 2nd round
- **19–20th September, 2017:** first interviews, detailed discussions
selection of start-ups to be invited for the pitch
- **2nd October, 2017:** final pitch in Paris
- **16th October, 2017:** announcement of prize winners
- **15–31st October, 2017:** contract negotiations
- **1st November, 2017:** start of activities

... more information upon contact with Business Developers from Central-CLC

START-UPS SUPPORTED (BY CLC-CENTRAL)

<https://eitrawmaterials.eu/supported-start-ups/>



CONTACT PERSONS AT CLC LEVEL



Key Account Manager

didier.zimmermann@eitrawmaterials.eu

- ✓ Single contact to partners for all matters relating to partnership
- ✓ Works closely with HQ in the processing of partnership and membership
- ✓ Keeps a fluid communication with the partner
- ✓ Communicates and reminds partners of EIT RM events and other relevant news



Project Officers

julien.frey@eitrawmaterials.eu

serge.monturet@eitrawmaterials.eu

- ✓ Main contact for the project coordinator and consortium construction
- ✓ Reviews Bluebook data periodically to ensure consistency and correctness
- ✓ Guides project coordinator on correct reporting, budgeting in Bluebook
- ✓ Keeps fluid communication with the project coordinator
- ✓ Communicates, reminds, and helps project coordinator meet deadlines and processes



Business Developer Meeting,
Luleå – Sweden, August 26th 2015



Central CLC Meeting,
Metz – France, Jun 23rd 2015



CONTRACTUAL DOCUMENTS 1/2

- **The Framework Partnership Agreement:**
 - Document signed between the EIT in Budapest [headquarters of all EITs] and the EIT RM. The document is valid for 7 years.
 - It describes the rules of the partnership. This document has by-laws and many annexes. The Annex 4 of this document is signed by all the members of the EIT RM.
 - FPA includes the list of Third Parties

- **The Specific Grant Agreement (SGA):**
 - Document signed between EIT and EIT RM. It is a funding agreement by Europe. [This document validates the EIT RM annual budget.](#)
 - SGA gives authorization to EIT RM to discuss amendments without asking partners first

Documents available on EIT RM's website

CONTRACTUAL DOCUMENTS 2/2

- **The Internal Agreement (IA):**

- Document signed between the EIT RM and each member of the EIT RM.
- The purpose of this Internal Agreement is to specify with respect to the KIC the relationship among the Parties, in particular concerning the organisation of the work between the Parties, the management of the KIC and the rights and obligations of the Parties concerning inter liability, Access Rights and dispute resolution.

- **The Project Agreement (PA):**

- document signed between the EIT Raw Materials and a project's consortium.
- The Project Agreement is an annex of the SGA.
- The annual budget is indicated in the PA



Documents available on EIT RM's website

FOCUS ON THE PROJECT AGREEMENT

- **Project Agreement:**
 - Document signed between the EIT Raw Materials and a project consortium.
 - The Project Agreement is an annex of the SGA.
 - Not possible to change the wording or very few elements.
 - To be signed every year (or an amendment is added every year)
 - Precise information regarding:
 - Reporting
 - IPR, background
 - Duration
 - Budget, payment
 - ...