



JUMPSTARTER

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European Union



EIT Jumpstarter 2024

Post-Jumpstarter cohort

Terms & Conditions



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1. THE DESCRIPTION AND STRUCTURE OF THE EIT JUMPSTARTER

EIT Jumpstarter is part of the EIT Community Strategic Regional Innovations Cluster; therefore, the launch of this year's edition, as well as all financial commitments made in the Terms and Conditions document, depend on the successful approval of the EIT Community Strategic Regional Innovations Cluster's Business Plan 2023-25.

1.1 Description of EIT Post-Jumpstarter.

What is the EIT Post-Jumpstarter?

EIT Post-Jumpstarter is the acceleration programme for scientists, researchers, innovators, and entrepreneurs who validated their ideas and developed the business skills needed to create and run their start-ups in one of the previous editions of the regular EIT Jumpstarter programme.

The programme is funded by the European Union and powered by the EIT Community. It is targeted at the EIT Jumpstarter Alumni 2017 – 2023: founders and start-ups coming from countries located in Central, Eastern, and Southern Europe where the overall pace of innovation is moderate or modest¹. EIT Post-Jumpstarter is free of charge and does not require equity shares.

Who are the participants?

EIT Post Jumpstarter creates a new European cohort of innovators eager to find investors or first clients and business partners in solving some of the global intersectional challenges such as climate change, energy crisis, access to raw materials, health, well-being and active ageing, sustainable manufacturing or smart and livable cities. They have participated in earlier EIT Jumpstarter regular curriculum, and very often, they have the necessary scientific background and research experience. Still, they lack advanced business skills or have never validated their idea in front of an investor, a client, or a business partner. During the seven-month programme, the participants will receive tailor-made consultations and mentorship to advance their products and business development strategies and increase fundraising chances in the European innovation market. The EIT Community will carefully select the best candidates who are highly motivated to build business cases together with the EIT Community. The 2024 Post-Jumpstarter cohort will offer only seven seats to enable quality and focused peer-to-peer learning. The most promising teams will be awarded access to the pitching competition in front of potential investors and clients during the EIT Jumpstarter Grand Final. All details regarding the Funding terms are explained under point 3.

What kind of start-ups can apply?

The Post-Jumpstarter cohort is for participants who participated in one of the EIT Jumpstarter editions in any thematic area.

1.2 . Structure of EIT Post-Jumpstarter

This competition is divided into several phases:

Phase 1: Application period and selection to the programme

The application deadline for the programme is 28 April 2024, 23:59 CET. Please apply through our [online application form](#). The applicants should emphasise the innovative concept, what is unique in their product/solution, the development stage of their start-up, the team description, fundraising plans, explaining the need the innovation solves, and the team's current challenges. Applicants should specify in which category they participated in the EIT Jumpstarter.

A team of experts will carefully assess the submitted applications. A total of seven teams will be selected to

¹https://research-and-innovation.ec.europa.eu/statistics/performance-indicators/european-innovation-scoreboard_en

participate in the first phase of the programme.

Applications shall be evaluated on a rolling basis; therefore, applicants are encouraged to complete their application form earlier than the expiration of the application deadline.

- A reserve list of eligible start-ups will be prepared. If a selected applicant resigns from the Competition, the applicant with the highest score from the reserve list shall be invited to participate. Please note that teams from the reserved list can only be invited during the first 2 weeks of the learning programme's commencement.
- If the number of eligible applications (fulfilling the selection criteria and submitted before the deadline) is lower than the number of available places, the application deadline may be extended. In such a case, additional recruitment of participants will be launched and carried on until all places are filled out. The selection for the remaining vacant places will be held separately upon the same criteria as the initial one. The additional recruitment might be terminated earlier without any prior notice.

The invitations will be sent to participants directly by the Programme Lead.

Phase 2: Matchmaking with trainers and Business Development Plan preparations

Training sprints aim to deliver tailor-made support for each start-up, depending on their thematic area. This phase will also provide participants with more targeted guidance on raising capital and practical know-how on pitching the business and gaining customers. Each start-up will receive two personal trainers who will support them in creating a short- and long-term business development plan with a calendar of opportunities. One trainer will guide them on opportunities within the EIT Community and the second – on external ones. During two three-week sprints, teams will work with experts and run self-paced exercises. Training sprints last from May to August.

Completion of the sprint requires submission of the business development strategy. In this phase, the evaluation committee will select five teams for the next phase of the programme. The Programme Lead will send invitations to participants directly.

Selection of the best five teams promoted to Phase 3 will be conducted by a mix of EITs' experts and external evaluators. These evaluators will focus on the presentation of the Teams' progress, and its declared readiness to start operations on an international scale. Experts will score participants' scalability and growth potential by assessing such aspects as a revenue model, market size, technology and infrastructure capacity and ability to start pan-European and global operations.

The organizer has a right to change the location of the physical meetup or even cancel it depending on the circumstances.

Phase 3: Upgrade visibility

This sprint will last from September to October, focusing on improving the participants' communication profiles. The teams will receive customised guidance on personal branding, upgrading their online visibility, and investment decks. During this time, participants will also get support in preparing an application to one of the acceleration programmes in Europe. At least one investor meeting will be scheduled for each team.

In September-October, the teams will also have the opportunity to participate in an exclusive post-Jumpstarter MeetUp. As part of the program, teams will be able to meet their trainers in person and network with members of the EIT Community and the programme's external partners. Teams will also have the opportunity to participate in a top-tier workshop. Additionally, teams will receive a travel and accommodation grant with the intent to travel to the United States to take part in a study visit to meet international partners and investors. If a chosen team cannot attend the event in person and use this grant,

they will be offered the option to join parts of the workshops online. The travel will not be mandatory.

During the MeetUp, the teams will pitch their business and business development plans. The evaluation committee organized after the study visit will select three teams for the next phase of the programme. The aim is to incentivize product or service development efforts aimed at raising funds or acquiring corporate clients. Therefore, only those teams who are ready for investment from a VC or to sign a contract with a big corporate client will be eligible to enter the next phase. The Programme Lead will send invitations to participants directly.

The Meetup will be converted into an online meeting if it does not take place in person.

Phase 4: Preparation for the Grand Final

For one 3-week long training sprint, the selected teams will be prepared by their personal trainers for the final pitching on the main stage of the EIT Jumpstarter Grand Final. This phase will include intensive preparation for the Grand Finale, feedback sessions after the in-person MeetUp and at least two meetings with the investors or potential clients per team. All three start-ups will qualify for the Grand Final.

Phase 5: Grand Final

This is the final pitching stage of the EIT Post-Jumpstarter cohort organised in November/December 2024 as part of the EIT Jumpstarter Grand Final event. The teams will pitch their ideas at a public event in front of a jury panel composed of EIT Community experts and potential clients or investors. The teams will pitch independently to the EIT Jumpstarter core programme. They will have a chance to receive an exclusive letter of intent from an investor, a corporate client, a European accelerator or the EIT Community. This will enable further collaboration on their product/solution. In addition, the best team will receive a special visibility award from one of the partners. The teams will receive travel and accommodation grants for attending the Grand Final. If a team cannot participate in the event in person, they will be offered the option to join the event online.

2. ELIGIBILITY CRITERIA

The competition is open to all former EIT Jumpstarter participants who have set up a company due to attending the EIT Jumpstarter programme in previous years.

This means that companies should have been created before 2024 and be registered in one of the EIT Regional Innovation Scheme eligible countries and territories: Bulgaria, Croatia, Czechia, Estonia, Greece, Spain, Italy, Cyprus, Latvia, Lithuania, Hungary, Malta, Poland, Portugal, Romania, Slovenia, Slovakia, Montenegro, North Macedonia, Serbia, Bosnia and Herzegovina, Albania, Kosovo, Türkiye, Ukraine, Guadeloupe, French Guiana, Réunion, Martinique, Mayotte and Saint-Martin (France), the Azores and Madeira (Portugal), the Canary Islands (Spain).

The applications can be submitted by a single co-founder or a team represented by a contact person. There is no pre-set number of members in a team, but a maximum of two (2) co-founding members are eligible to participate. The participation of a team is welcome and appreciated in the evaluation, mainly when the team is covering different competencies required in running a start-up. However, a maximum number of two (2) co-founding members per team is eligible to participate in the EIT Post-Jumpstarter programme to ensure the training activities' high quality and comfort conditions. In justified cases, the EIT Programme Lead or trainer/mentor may allow the participation of more team members in specific activities.

Additional eligibility criteria are:

- Proposals must be in English. Proposals in other languages will not be accepted.
- Incomplete submissions or submissions via any other routes (e.g. email) will be rejected.
- Proposals must be submitted before the deadline; all late applications will be rejected.

- The start-up must operate within the scope of one of the main challenges which the EIT Knowledge and Innovation Communities tackle:
 - *in EIT Health*: New models to deliver healthcare; Facilitating the uptake of digital medical devices in Europe; Harnessing the full potential of health data for innovation; Supporting the deployment of Important Project of Common European Interest in Health (IPCEI) to address market failures. More details: <https://eithealth.eu/who-we-are/our-focus-areas/>
 - *In EIT RawMaterials*: The challenge for the innovation community is to utilise the potential of the European industry fully and revitalise the human capital in the raw materials sector. This will be achieved by three strategic objectives: sustainable materials, circular societies, and responsible sourcing. More details here: <https://eitrawmaterials.eu/lighthouses/>
 - *in EIT Food*: optimising resource efficiency and environmental sustainability of agriculture supply, primary production, processing, storing, packaging, logistics/distribution, retail, consumer research, nutrition monitoring, and food service; developing nutritionally customised food products, addressing unmet needs and generating consumer relevant functionalities; building trust in the food system, securing traceability and auditability of food quality, safety, and authenticity, combining digital and sensor technologies to acquire and transmit information through the food value chain. In general – developing solutions that will put new products on the market, introduce new and improved commercial processes and services, and achieve Healthier Lives Through Food, A Net Zero Food System, A Fully Transparent, Fair, and Resilient Food System. More details: <https://eitfood.eu>
 - *in EIT InnoEnergy*: energy costs reduction, system performance increase and greenhouse gas (GHG) emissions decrease, circular economy (particularly in the context of energy usage), green hydrogen, energy management systems, and energy storage. It doesn't exclude any other innovative approaches based on sustainable energy generation, storage, or usage.
 - *in EIT Manufacturing*: Flexible Production Systems for Competitive Manufacturing, Low Environmental Footprint Systems & Circular Economy for Green Manufacturing, Digital & Collaborative Solutions for Innovative Manufacturing Ecosystems, and Human-machine coworking for socially sustainable manufacturing. More details here: <https://www.eitmanufacturing.eu/what-we-do/focus-areas-flagships/>
 - *in EIT Urban Mobility*: Active Mobility, Sustainable City Logistics, Future Mobility, Mobility and Energy, and Public Realm are the main focus areas. This is not a closed list; any idea/solution to solving city challenges is welcome. More details: [About us - EIT Urban mobility](#)
 - *in New European Bauhaus*: Selected ideas should propose innovative solutions that contribute to developing beautiful, sustainable, and inclusive places, products, and ways of living. New European Bauhaus is a crossroad between science/technology and art/culture. In their proposals, applicants should pay particular attention to at least one of the three dimensions of the New European Bauhaus (NEB):
 - *Sustainability*: e.g., garden ecosystem conservation, waste management, heat wave mitigation, exploiting the farming potential of block facades, decreasing CO2 level, preserving biodiversity, mitigating climate change, fostering circularity
 - *Aesthetics*: when functionality and style/art go together, e.g., promotion of local culture and music, creative services suited to researchers and scientists, bringing and feeling nature indoors, making healthy eating visually attractive, transforming public buildings and spaces more sustainable

- *Inclusion*: securing accessibility and affordability to all, e.g., collaborative food growing, diversifying neighbourhoods, the wellbeing of users in buildings, connecting seniors/pensioners, cross-generation exchange
 - *Other examples of thematic fitting the NEB category* are healthy and inclusive neighbourhoods, accessible living spaces, alternative building methods that respect the environment and the surrounding culture, innovative solutions in construction, materials, structures, design and production methods, smart infrastructure solutions, circular and sustainable design, and architecture). Details: https://europa.eu/new-european-bauhaus/about/about-initiative_en
- Additional information, such as a weblink to the project, can be uploaded to support your application. These additional documents are not mandatory, and please be aware that the reviewers may not consider these attachments as the basis for their evaluation.
 - Having citizenship in one of the countries or territories: Bulgaria, Croatia, Cyprus, Czechia, Estonia, Greece, Hungary, Italy, Latvia, Lithuania, Malta, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Montenegro, North Macedonia, Serbia, Bosnia and Herzegovina, Albania, Kosovo⁸, Türkiye, Ukraine, Guadeloupe, French Guiana, Réunion, Martinique, Mayotte and Saint-Martin (France), the Azores and Madeira (Portugal), the Canary Islands (Spain).
 - The applicant must represent an existing company that was set up during or thanks to the EIT Jumpstarter programme that took place in previous years. The required proof documents, including an extract from the national registry indicating the company's setup date and location, information about the project name during participation in the EIT Jumpstarter acceleration program, and a certificate confirming successful completion of one of the EIT Jumpstarter stages (such as Online Bootcamps, Local Joint Training, or the Grand Final), must be submitted.
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3. FUNDING TERMS

Financing is based on teams, no matter if 1 or 2 members represent the team. Team members share their costs and will be reimbursed eligibility criteria and reporting documents.

There are two forms of funding:

Successful applicants are eligible to receive support for covering their travel, accommodation, and other start-up development costs in two stages:

1. Phase 3 – Upgrade visibility: Selected teams will receive reimbursement of travel and accommodation costs to attend the EIT Post-Jumpstarter MeetUp for a maximum of two people.
2. Phase 5 - Grand Final: Each finalist team will receive reimbursement of travel and accommodation costs to attend the Grand Final in person for a maximum of two people.

The essential eligibility criteria for funding are to sign the consent form or the financial support agreement (all participating team members), provide the company registration documents, and submit the required deliverables. Additional information and guidance on how to get and use this support will be provided during the programme.

Please note that there is **no other funding provided for participants in the post-Jumpstarter programme.**

Please note that if it turns out that the application form was filled out with false information and, as a result, a selected team does not meet the eligibility criteria listed above, it can be excluded from the competition with immediate effect, and any financial support paid up to that point **must be returned.**

4. EIT COMMUNITY'S REPRESENTATION

Participants who receive funding must display the EIT Jumpstarter logo on their website (if you have any) in a visible place. We will share the relevant branding guidelines with the teams during the program.

By signing the financial support agreement, the applicants participate in the EIT Jumpstarter's follow-up questionnaire, including statistical questions about the company registered and the Project.

Finalists are eligible to be interviewed and shall participate in any interview the organisers request during the programme or the Grand Final. After the Grand Final, some participants might receive an interview request from a medium through the organisers. The Finalists who have completed the fundraising or acquired new clients should participate in interviews and surveys up to three years after finishing the program and should always mention that the EIT Jumpstarter team supported them.

When participants announce that they became a member of the EIT Jumpstarter community, they shall make sure to have the programme's logo displayed somewhere on the image they are using or should mention the EIT Jumpstarter account, if it is available on that platform (Facebook, Instagram, LinkedIn, others).

Promoting the program as the ambassador among local networks is recommended, sharing the appropriate content in the professional network and social media, especially focusing on being accepted to each phase of the program.

All images and assets where an EIT KIC, the EIT Community, the EIT Jumpstarter, or the EIT itself is displayed shall be approved by the program's organisers. EIT visual guidelines must be respected in this case. Guidelines will be provided to the teams during the programme and upon request.

5. IP RIGHTS AND CONFIDENTIALITY

The applications submitted to the Post-Jumpstarter are handled under confidentiality. Everybody who comes in contact with the applications and deliverables during the review process is bound by confidentiality agreements. By applying for the Competition, applicants consent to access, keep, and use their data by the EIT Communities for the Competition.

Applicants retain full and exclusive ownership of their prior information and intellectual property rights. The organiser and their authorised representatives in the programme undertake to ensure the confidentiality of the ideas and project details developed throughout the Competition, which are not revealed by the participants in the publicly available parts of the program.

The intellectual property rights of all materials, curriculum, and methodology used during the EIT Jumpstarter are wholly owned by the EIT Health InnoStars. Participants cannot share them with externals or use them for other purposes unrelated to EIT post-Jumpstarter.

6. KEY DATES

- Deadline for applying: 5 May 2024 at 23:59 CET
- Selection of participants and an invitation to phase 2: 10 May 2024
- Phase 2 *Matchmaking with trainers and Business Development Plan preparations*: May-August 2024
- Phase 3 *"Upgrade visibility" training and the MeetUp*: September-October
- Phase 4 *Preparation for the Grand Final*: November 2024
- Phase 5 *EIT Jumpstarter Grand Final*: November/December 2024

Dates could change, but the project management team will report them appropriately.

7. HOW TO GET IN TOUCH

For general program-related questions, please get in touch with us [here](#)

For specific questions, please get in touch with the Program contact point: [Piotr Boulangé](#)

More information on EIT Jumpstarter: <https://eitjumpstarter.eu/>

This document was updated on 23 April 23, 2024, with details on the location of the study visit in Phase 3 and information on the extended deadline.