

SEEDS OF BRAVERY

Supporting the Ukrainian Tech Ecosystem

Supporting Ukraine's tech start-up scene
and bringing it closer to the EU

GUIDE FOR APPLICANTS



Funded by
the European Union

Funded by the European Union under the European Innovation Council (EIC), paving the way for the participation of Ukrainian start-ups in future EIC calls. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union or European Commission or EIC. Neither the European Union nor the European Commission can be held responsible for them. UASEEDS project has received funding from the Horizon Europe Framework Programme under grant agreement No 101104445

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INTRODUCTION TO SEEDS OF BRAVERY

Starting from February 24, 2022, Ukraine's once-thriving technology ecosystem experienced a significant decline and has essentially come to a standstill. To remedy the situation, Ukrainian and European ecosystem-builders and entrepreneurs combined forces as partners to facilitate a grant support programme **focusing on rebuilding Ukraine through the identification and acceleration of much-needed innovations in, among others, cybersecurity, health and life science, edtech, infrastructure and materials, agrifood tech, mobility, energy or climate.**

The main goal of the Seeds of Bravery, aka UASEEDs project, funded by the European Innovation Council (EIC) Work Programme under grant agreement No 101104445, is to support deep tech researchers and innovators in identifying, developing and scaling up breakthrough technologies and game-changing innovations.

Our mission is to establish a pan-European network that actively fosters the bilateral integration of Ukrainian tech innovators into European ecosystems. We aim to boost their operations to rebuild the Ukrainian economy and infrastructure after the war.

UASEEDs commitment is to catalyse and elevate the Ukrainian deep-tech ecosystem to create a resilient and dynamic environment for Ukrainian entrepreneurs to thrive. By providing financial support to innovative tech companies, UASEEDs ambition is not only to empower them to recover from the impact of the war but also to help them emerge more resilient and stronger, paving the way for the participation of Ukrainian start-ups in future European Innovation Council calls.

More information is available on the UASEEDs [website](#).

UASEEDS CONSORTIUM COMPOSITION

Coordinator:



Partners:

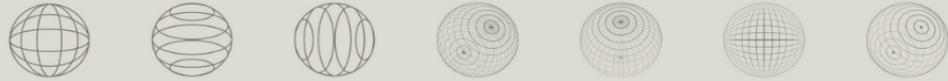


Also, the helpdesk email address is available seedsofbravery@fundingbox.com as a means of communication for any questions/doubts throughout the project.

Any updates will be communicated to the public through:

- UASEEDs Social Media channels and webpage,
- UASEEDs Application systems.

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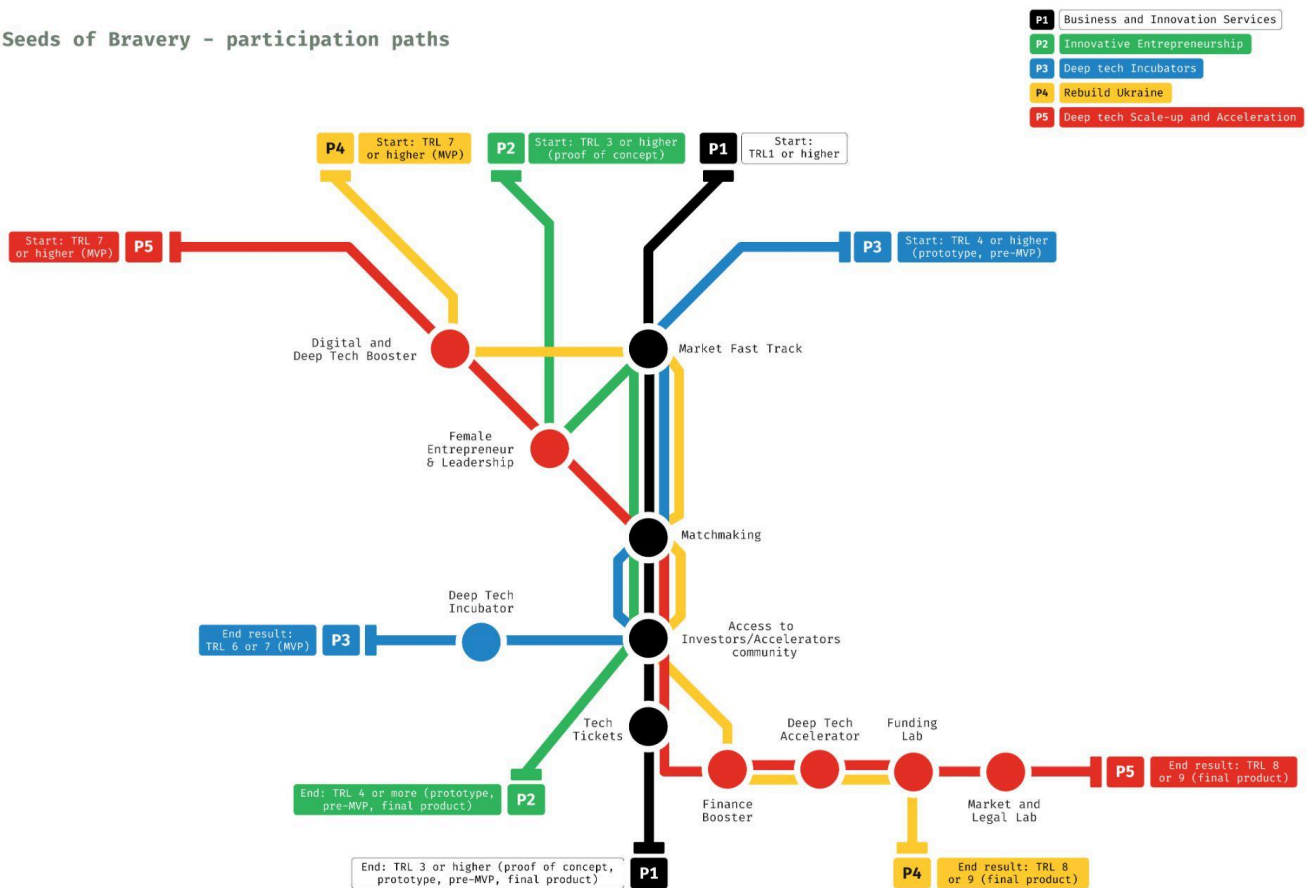


HOW TO NAVIGATE SEEDS OF BRAVERY

Seeds of Bravery, consists of five different support programmes for the integration of Ukrainian innovative tech SMEs (start-ups and scale-ups) into the European Innovation Ecosystems, as well as their business continuity and/or the expansion of their businesses into European markets, with grants from 10 000 to 50 000 EUR.

There are different paths (i.e. programmes) that your company may take within the Seeds of Bravery offer:

Seeds of Bravery - participation paths



In this guide, you will find all the necessary information to navigate the five different programmes designed to provide diverse support to beneficiaries ranging from support to Ukrainian researchers and innovators in the initial stages of setting up a company to aiding deep tech companies prepared to scale-up successfully piloted innovations.

Programme	Business and Innovation Services	Innovative Entrepreneurship	Deep Tech Incubators	Rebuild Ukraine	Deep Tech Scale-up and Acceleration
Max. grant	EUR 10 000	EUR 25 000	EUR 25 000	EUR 25 000	EUR 50 000
Duration	2 months	2-4 months	4-6 months	4-6 months	6-8 months
Technology Readiness Level ¹	All	TRL 3 or higher	TRL 4 or higher	TRL 7 or higher	TRL 7 or higher
Aim	Purchase of services such as: Business Consultancy Services to upgrade the company's business model, and/or business plan, and/or growth strategy; IPR and patent analysis; Market analysis/validation; Internationalisation services (including participation in conferences, fairs and missions); Portfolio Management services and relations with investors; Planning and digital tools for (equity) crowdfunding campaigns	Support business continuity in Ukraine or, creation, restarting, continuity of women-led companies in and outside Ukraine.	Support user or demand testing, prototype validation and other pre-MVP innovation activities to test value proposition and develop their first MVP.	Support and development of innovative products or services that meet the demand from both individuals and/or the state for a rapid postwar reconstruction in prioritised areas.	Upgrade the business plans, user or demand testing, feasibility studies and other scale-up activities performed by projects based on a prototype that has been successfully piloted and aiming at rapid reaching/extending of markets.
Non-financial support (<i>tailor-made</i>)	<ul style="list-style-type: none"> ● Matchmaking ● Access to Investors/Accelerators community 				
	● Market Fast Track	● Market Fast	● Market Fast	● Market Fast	● Tech Tickets

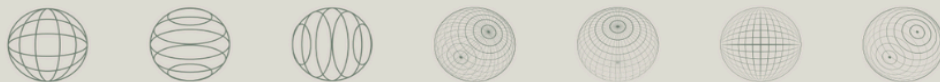
¹ Technology Readiness Level - https://ec.europa.eu/research/participants/data/ref/h2020/wp/2014_2015/annexes/h2020-wp1415-annex-g-trl_en.pdf; <https://horizoneuropencpportal.eu/sites/default/files/2022-12/trl-assessment-tool-guide-final.pdf>

<i>de per beneficiariy)</i>	<ul style="list-style-type: none"> • Tech Tickets • Female Entrepreneur & Leadership mentoring programme 	<ul style="list-style-type: none"> • Track • Female Entrepreneur & Leadership • Tech Tickets 	<ul style="list-style-type: none"> • Track • Deep Tech Incubator • Tech Tickets 	<ul style="list-style-type: none"> • Track • Digital and Deep Tech Booster • Deep Tech Accelerator • Funding Lab (including Proposal writing and pitch training) • Finance Booster • Tech Tickets 	<ul style="list-style-type: none"> • Digital and Deep Tech Booster • Deep Tech Accelerator • Female Entrepreneurship & Leadership • Funding Lab (including Proposal writing and pitch training) • Market and Legal Lab • Finance Booster
Outcome	Business consultancy outcome	Upskill of the team	Feasibility study	Feasibility study	Feasibility study or Business Plan or upscale in TRL level
More info	Annex 1	Annex 2	Annex 3	Annex 4	Annex 5

To facilitate the reading, each programme is marked with a unique colour code. All programmes offer tailored-made non-financial support. At the beginning of each programme, we will align your company's individual needs with the available support, facilitated by dedicated follow-up mentors. Seeds of Bravery opportunities operate on the principles of modularity and customisation.

You can access more than one programme with just two limitations:

- the combined support of different support programmes per company can not exceed EUR 60 000;
- only one proposal per company per support programme might be accepted, except for Business and Innovation services, that can be requested multiple times as long as the maximum of EUR 60 000 is respected.



ELIGIBILITY CRITERIA

3.1 Who Are We Looking For?

We are looking for **innovative tech SMEs², (including start-ups and scale-ups) working on innovative solutions, services or products.** These companies must:

- be registered in Ukraine, or
- be relocated from Ukraine to one of the Member States of the European Union³ and its Overseas Countries and Territories (OCT) or Horizon Europe Associated Countries⁴ after 24.02.2022, or
- be registered in one of the Member States of the European Union and its Overseas Countries and Territories (OCT) or Horizon Europe Associated Countries after 24.02.2022 and
- have at least one founder or co-founder, or top manager (CEO, CTO, COO or equivalent key position) holding Ukrainian citizenship and
- have at least one founder or co-founder working for the company full-time.

To be categorised as “innovative”, the individual entity applying must meet the following conditions:

- have a business that operates on a relatively small scale (SME) but demonstrates a high degree of innovation in its products, services or processes (e.g., ground-breaking objectives, novel concepts and a high degree of innovation in new products, services or business and organisational models);
- distinguish itself by actively engaging in the development and application of new ideas, technologies, or approaches that bring about significant advancements, improvements, or novel solutions to existing challenges.

² An SME will be considered as such if the company complies with the [Commission Recommendation 2003/361/EC](https://ec.europa.eu/growth/smes/sme-definition_en). Note that the figures of partners and linked enterprises should also be considered as stated in the SME user guide. For detailed information check EU recommendation: https://ec.europa.eu/growth/smes/sme-definition_en

³ https://european-union.europa.eu/principles-countries-history/country-profiles_en

⁴ The list of third countries associated to Horizon Europe is available at https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/guidance/list-3rd-country-participation_horizon-euratom_en.pdf, companies registered in or relocated to the United Kingdom after 1.1.2024 are eligible.

To be categorised as “deep tech”, the Project submitted by the applying entity must be based on cutting-edge scientific advances and discoveries that need to stay at the technological forefront by constant interaction with new ideas and results from the lab.

To help you select the right path for your company below you will find a definition of start-up and scale-up. We will follow those definitions while verifying your proposal’s fit.

The term ‘start-up’ has no commonly agreed official definition, therefore we aim to agree with the following criteria⁵:

- the company has to be younger than ten years and
- it has to have an innovative product and/or service and/or business model and
- it has to aim to scale-up (intention to grow the number of employees and/or turnover and/or markets in which they operate).

We understand the term ‘scale-ups’⁶ as a development-stage business, specific to high-technology markets, that is looking to grow in terms of market access, revenues, and number of employees, adding value by identifying and realising win-win opportunities for collaboration with established companies. A scale-up has passed the search phase and is rather in the execution phase of the business model.

We accept applicants from all sectors, but these are the domains that are given priority:

- cybersecurity,
- health / life science,
- edtech,
- infrastructure and materials,
- agrifood tech,
- mobility,
- energy,
- climate,
- robotics and
- AI.

⁵ https://www.europeanstartupmonitor2019.eu/EuropeanStartupMonitor2019_2020_21_02_2020-1.pdf

⁶ For detailed information check

<https://startupeuropepartnership.eu/scaleups-when-does-a-startup-turn-into-a-scaleup/>

Restrictions

Companies, in which the beneficial owners⁷, shareholders, members holding voting rights, investors or Management Board (or equivalent), hold Russian and/or Belarusian citizenship (even if such companies are registered in Ukraine), are excluded from the possibility of receiving the financial and non-financial support.

The applicants who are subject to EU restrictive measures under Article 29 of the Treaty on the European Union (TEU) and Article 215 of the Treaty on the Functioning of the EU (TFEU)⁸ are not eligible to participate in this open call.

The UASEEDs Consortium partners⁹ and their affiliated entities, CANNOT receive financial support, and nor can their affiliates, nor employees - including permanent collaborators, such as persons working under a contract equal or similar to the employment contract as well as the board members.

Your Project must exclusively concentrate on civil applications, with no intention of military use or serving military purposes to be eligible for funding. If a product/service/model involves **dual-use items** as defined by [Regulation 2021/821](#) or other items requiring authorization, support **can still be considered**, but we will add a specific note to make sure the Project complies with the relevant regulatory framework.

3.2 Ground Rules

When applying to any of UASEEDs open calls, please also note that:

- We will evaluate **only complete full proposals that were submitted via official tools (as described in [Section 4 How to apply](#)) within each cut-off date¹⁰**. Upon receipt of each proposal, the system will send you a confirmation of your submission.

⁷ Beneficial owners, as defined in Article 3 point 6 of the [DIRECTIVE \(EU\) 2015/849 OF THE EUROPEAN PARLIAMENT AND OF THE COUNCIL of 20 May 2015](#) on the prevention of the use of the financial system for the purposes of money laundering or terrorist financing, amending Regulation (EU) No 648/2012 of the European Parliament and of the Council, and repealing Directive 2005/60/EC of the European Parliament and of the Council and Commission Directive 2006/70/EC.

⁸ Please note that the EU Official Journal contains the official list and, in case of conflict, its content prevails over that of the EU Sanctions Map.

⁹ Including UASEEDs Consortium Associated Partners ([Hello Tomorrow](#) and [DLA Piper](#)).

¹⁰ After each cut-off date, the proposals submitted within the period preceding the cut-off date will be subjected to the evaluation process. The submission time recorded by the submission platform will be the official submission time of the proposal. Proposals submitted after the cut-off date given will be considered for the next cut-off date (if applicable).

- **Deadline.** These are continuous open calls which means that they will remain open till the **final deadline**, i.e.:

Programme	Business and Innovation Services	Innovative Entrepreneurship	Deep Tech Incubators	Rebuild Ukraine	Deep Tech Scale-up and Acceleration
Opening date	20 December, 2023, 10:00 Brussels Time	25 January, 2024, 10:00 Brussels Time	25 January, 2024, 10:00 Brussels Time	25 January, 2024, 10:00 Brussels Time	25 January 2024, 17:00 Brussels Time
Final deadline	23 December 2024, 17:00 Brussels Time	27 January 2025, 17:00 Brussels Time	27 January 2025, 17:00 Brussels Time	27 January 2025, 17:00 Brussels Time	27 January 2025, 17:00 Brussels Time

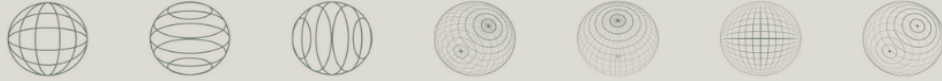
- Within the evaluation process we will also assess potential **conflicts of interest** between you and one or more UASEEDs Consortium partners and their affiliated entities or UASEEDs Consortium Associated Partners¹¹ (as described [3.1 Who are we looking for?](#)). All cases of potential conflict of interest will be assessed case by case.
- **Multiple submissions are not accepted.** For each cut-off date and each programme, only the last submitted proposal per company will be accepted. However, it is allowed to submit applications to different Seeds of Bravery programmes simultaneously, as long as the limit of one proposal per programme is respected and the maximum financial support amount is not exceeded.
- **Healthy finances and a clean sheet are a must:** We do not accept entities that are under liquidation or are an enterprise ‘undertaking in difficulty’ according to the Commission Regulation (EU) No 651/2014, art. 2.18¹², or that are excluded from the possibility of obtaining the European Union funding under the provisions of both national and the European Union law, or by a decision of both national or the European Union authority.
- Your Project should be grounded in your unique ideas and creations. If it incorporates intellectual property (IP) not originally yours, it's crucial to have clear permissions, like a licence agreement or a formal transfer of IP rights from the creator to you. It's important to ensure that all activities related to the Project's implementation, as detailed in your application, do not infringe on the intellectual property rights of third parties. Additionally, the IP associated with your Project application should be free

¹¹ [Hello Tomorrow](#) and [DLA Piper](#) are associated partners of UASEEDs.

¹² https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=uriserv%3A0J.L_.2014.187.01.0001.01.ENG

from any ongoing disputes or legal actions concerning the violation of someone else's intellectual property rights.

- Your proposal must be **written in English** in all mandatory parts to be eligible and evaluated.
- **Acceptance of the open call rules:** to apply for UASEEDs open calls you have to accept its rules and regulations detailed in this Guide for Applicants and commit to taking part in a UASEEDs follow-up questionnaire, including statistics questions about your company and Project.



HOW TO APPLY

The application process consists of 2 steps:

- Short application form and automatic [check-in](#) (this step should prevent you from completing a long full proposal). **This step is unique and you will complete it just once per company for all UASEEDs support programmes.**
- Full proposal (consisting of 3 main sections: Excellence, Impact, Implementation including resources and budget).

To apply to UASEEDs support programmes, you need to **first** complete the **short application form**:

- Go to the Opportunity page <https://getonepass.eu/opportunities/uaseed> in the OnePass Platform and click "Apply now";
- Sign in or Sign up (create a user account);
- Verify your 'user email' address - you'll receive a confirmation link, you will not be able to submit the short application form without confirming your e-mail address first.
If you've just created your user account and/or you have no existing organisations, you'll need to create an organisation profile (company profile).
- Fill in all the sections of the short application form for UASEEDs;
- Once you've completed all the sections, add your signature and click the "submit" button.

If you pass our automatic check, the link to submit the full proposal will be sent to your user e-mail (please do not share it outside your organisation). In case of rejection, we will inform you about its reasons.

Secondly:

Access the USF management system through the invitation link received to submit your **full proposal**:

- Sign in or sign up using the same email address as you used to sign up for the OnePass Platform;

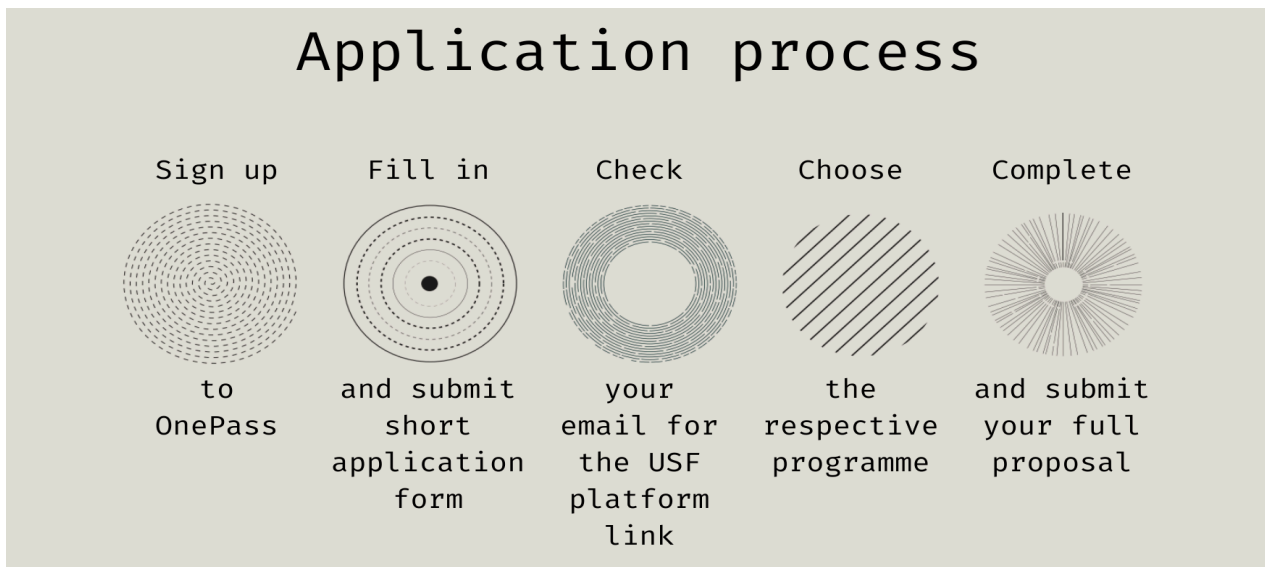
- Choose the respective UASEEDs programme;
- Insert or check the Unique ID (Uid) you got in the invitation e-mail;
- Complete all mandatory sections of your full proposal.

Just by completing those 2 steps, and submitting both forms, your proposal will be considered for evaluation.

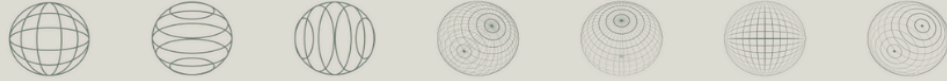
Please note that:

- All mandatory sections of both forms must be completed. The data provided should be actual, true, and complete and should allow assessment of the proposal. Additional material, not specifically requested, will not be considered for the evaluation.
- Both forms cannot be modified after the submission. The only exception is if a mistake has been made in your short application form or your data has changed over time; for this, please check out [Section 6.2](#).
- We suggest that you put effort into how you present your Project in the best possible way. Please provide as much detail as possible, so we can identify the key points of your full proposal and how it fits the overall UASEEDs' scope.

If you need extra hints on how to prepare your application, check out the [Section: Extra hints before you submit your proposal](#).

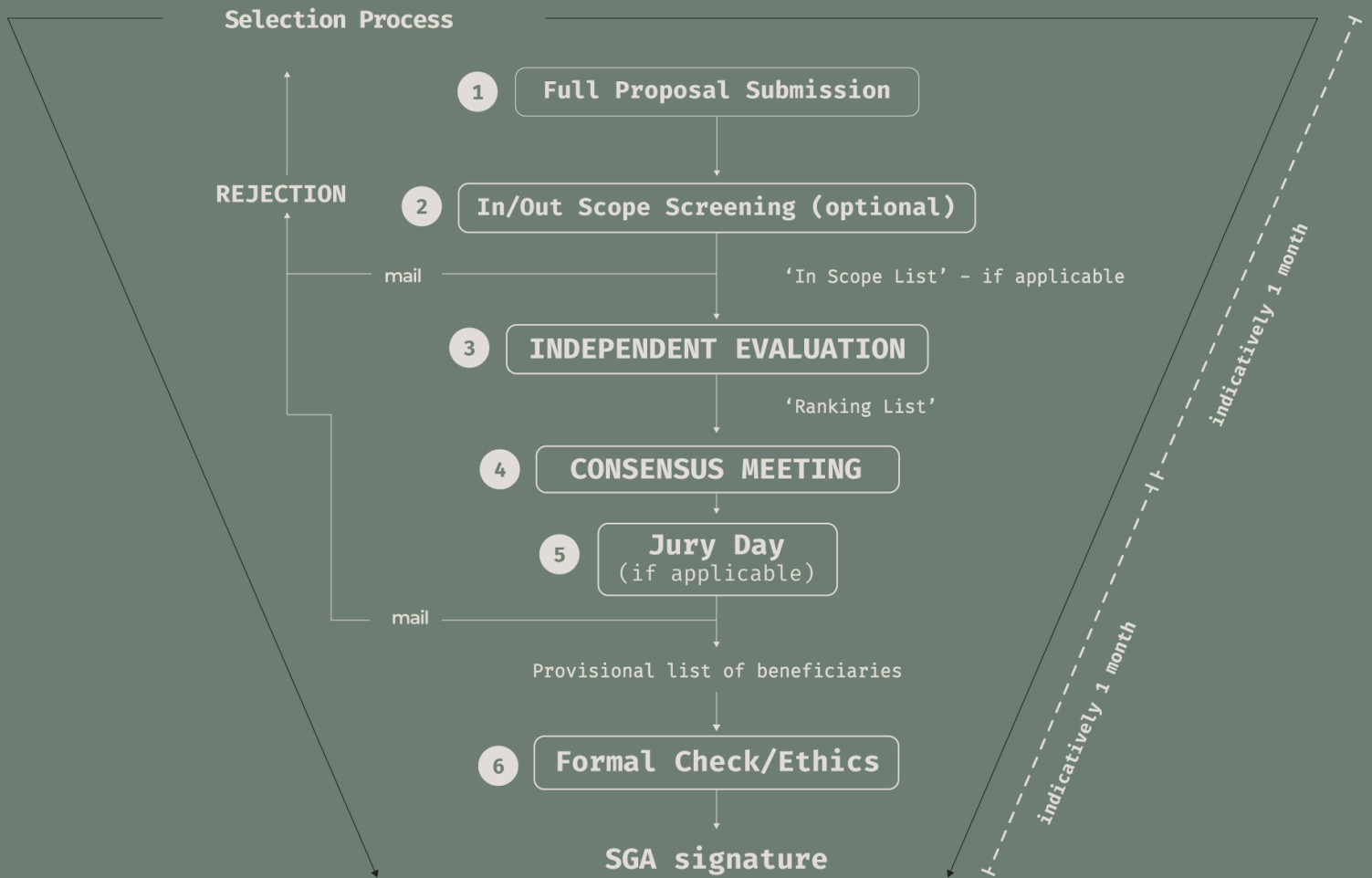


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HOW WILL WE EVALUATE YOUR APPLICATION?

Our evaluation process is transparent, fair and equal to all participants, with a clearly defined complaint procedure (see [Section 6.2](#)). We will evaluate your Project in 6 phases.



5.1 Automatic Check-in

The first evaluation step is about automatic check of your data and statements provided in your short application form. Please read carefully and check the statements included in Section 4 of your short application form before you submit it. You will not be able to change your statements after the submission.

At this stage, the eligibility criteria specified in [Section 3](#) of this Guide for Applicants are checked against the information and statements provided in your **short application form**. Later on, during the whole evaluation process, the above criteria could be verified. Projects that do not comply with one or more criteria will be excluded and marked as ineligible, and this could happen at any stage of the evaluation process.

5.2 In/Out Scope Screening

In this phase, we will review the following aspects of your full proposal:

- **Scope:** the objectives of the proposal must fit within the scope of the UASEEDs as described in Sections “What types of activities can be funded?” in each Annex hereto; for Business and Innovation services, the Selection Committee will specifically look into the offer provided in the full proposal and how it relates to the cost estimate (budget)
- **Innovation:** the nature of the applicant must fit within the definition of innovative tech SME or deep tech Project as it is described in [Section 3.1](#).

The Consortium experts will assess if your proposal complies with the above aspects on a YES/NO basis and will provide reasoning in cases where no evidence is found. Be aware that proposals that do not fit the scope and innovation/deep-tech criteria described above will be rejected. The ones complying fully with both criteria will move on to the ‘independent evaluation’ phase.

The **Selection Committee** will meet to review the assessment and validate the proposals to be accepted and the proposals to be excluded, generating an ‘*In Scope List*’.

We will inform you about the results of the In/Out Scope Screening. If you pass this phase, your proposal will be next evaluated by independent experts (see below).

5.3 Independent Evaluation

In this phase, each proposal will be evaluated by 2 independent external evaluators. Your Project will be evaluated within the following awarding criteria:

	Business and Innovation Services	Innovative Entrepreneurship	Deep Tech Incubators	Rebuild Ukraine	Deep Tech Scale-up and Acceleration
Excellence	<p>Ambition. The applicants have to demonstrate to what extent the requested grant contributes to the UASEEDs project scope, has Ukrainian relevance and a European dimension, and is beyond the State of the Art. The applicants have to describe the innovative approach behind it (e.g., ground-breaking objectives, novel concepts and approaches, new products, services or business and organisational models).</p>		<p>Ambition. The applicants have to demonstrate to what extent the requested grant contributes to the project scope, have Ukrainian relevance and a European dimension, and are beyond the State of the Art. The applicant has to describe the innovative approach behind it (e.g., ground-breaking objectives, novel concepts and approaches, new products, services or business and organisational models).</p> <p>Innovation: applicants should provide information about the level of innovation within their market and about the degree of differentiation that this project will bring.</p> <p>Soundness of the approach and credibility of the proposed methodology.</p>		
Impact	<p>Market opportunity: The applicants have to demonstrate a clear idea of what they want to do and whether the new or improved product has market potential, e.g., because it solves a problem for a specific target customer.</p>	<p>Commercial Strategy and Scalability: The applicants have to demonstrate the level of scalability of their product/service/process meaning by not addressing a specific problem but being able to be commercialised to solve a structural problem in a specific sector/process/etc.</p>	<p>Market opportunity: The applicants have to demonstrate a clear idea of what they want to do and whether the new/improved product has market potential, e.g., because it solves a problem for a specific target customer.</p> <p>Competition: The applicants have to provide information about the degree of competition for their particular product/service and if the idea is disruptive and breaks the market. i.e., the products/services to be brought to market can be clearly differentiated from the competition.</p> <p>Commercial Strategy and Scalability: The applicants have to demonstrate the level of scalability of the new/improved product meaning by not addressing a specific problem but being able to be commercialised to solve a structural problem in a specific sector/process/etc.</p> <p>Environmental and social impact: The applicants have to demonstrate the project contribution towards environmental, social and economic impacts to contribute to sustainable development, Green Deal and other European policies.</p>		
Implementation	<p>Resources. Demonstrate the quality and effectiveness of the resources</p>		<p>Team: The applicants have to demonstrate their management and leadership qualities,</p>		

	<p>assigned to get the objectives and deliverables proposed. At least one founder or co-founder must be working for the company full-time.</p>	<p>their ability to take a concept from ideas to market, their capacity to carry through their ideas and understand the dynamics of the market they are trying to tap into. The team should be a cross-functional team, with a strong background and skills base and taking into account its gender balance. Resources. Demonstrate the quality and effectiveness of the resources assigned in order to get the objectives/deliverables proposed. At least one founder or co-founder must be working for the company full-time.</p>
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The evaluators will score each award criterion on a scale from 0 to 5:

0 = The proposal fails to address the criterion or cannot be assessed due to missing or incomplete information;

1 = Poor – criterion is inadequately addressed or there are serious inherent weaknesses;

2 = Fair – the proposal broadly addresses the criterion, but there are significant weaknesses;

3 = Good – the proposal addresses the criterion well, but several shortcomings are present;

4 = Very good – the proposal addresses the criterion very well, but a small number of shortcomings are present;

5 = Excellent – the proposal successfully addresses all relevant aspects of the criterion. Any shortcomings are minor.

Each evaluator will produce an Individual Evaluation Report. In case of significant differences (minimum 3 points in one criterion) between the evaluations provided by the two (2) evaluators, a third evaluator will be invited to provide additional evaluation and scoring.

Once the Individual Evaluation Reports are completed, **the final score for each criterion** will be calculated as the average of the scores provided by each evaluator. The *threshold* for individual criteria will be 3 out of 5 points.

The **final score per application** will be calculated as the sum of the final scores for each criterion. The *overall threshold*, applying to the final score per application, is 10 out of 15 points.

In case of ties, the following criteria will be used to rank the Projects, in order:

- applications by women innovators (SMEs owned or co-owned by women);

- applications by companies where women are holding a top management position (CEO, CTO, COO or equivalent key position);
- prioritised sectors (cybersecurity, health/life, edtech, infrastructure and materials, agrifood tech, mobility, energy, climate, robotics and AI);
- the highest score for the Impact criterion.

All the proposals that reach the threshold or are scored above the threshold will be included in the *'Ranking List'*, and will be moved directly to the Consensus Meeting. Please note that we need time to process all the proposals in this phase, so you probably will not hear back for a while (around 3-4 weeks).¹³

Optional for all the streams:

Business and Innovation Services

Innovative Entrepreneurship

Deep Tech Incubators

Rebuild Ukraine

Deep Tech Scale-up and Acceleration

After carrying out the Independent Evaluation, experts who have evaluated the proposals may join a Consensus Group, to agree on a common position, including comments and scores for all evaluated proposals.

The Consensus Group will specially discuss the cases where there is a significant divergence between the evaluators' scoring, or between scoring and comments given by evaluators in relation to the individual criteria or the overall quality of the proposal. In case no consensus is reached between the evaluators, an additional evaluator will be included to provide an extra evaluation (conclusive evaluation).

As a result of the Consensus Group, a *'Ranking List per Programme'* will be produced. All proposals that reach the threshold or above the threshold will move on to the next step.

5.4 Consensus Meeting

The **Selection Committee** will decide by Consensus (or a minimum of 4 votes within the minimum of 5 partners to form a quorum) the *'Provisional list of beneficiaries'* and *'Reserve list'* (if applicable). The discussion will be based on the ranking obtained as a result of the [Independent Evaluation](#) phase.

¹³ Timeline could change, depending on the number of applications received.

Selection for funding will be based on the scores received by the proposals, although, the Selection Committee might have fair reasons for objecting to a specific applicant, like the alignment with UASEEDs' goals and scope (in the case in/out scope check was not conducted), the ability to achieve the highest impact possible, commercial competition, diversification of projects selected for funding, as well as the existence of significant ethical concerns or a potential conflict of interest. In this case, the choice may pass to the next-ranked proposal¹⁴.

The exact number of proposals approved will be decided based on the overall **quality** of the proposals.

After the Consensus Meeting, you will receive an Evaluation Summary Report including a feedback summary from the Independent Evaluators and the decision made.

5.5 Jury Day (if applicable)

This stage will only apply for the programmes:

Rebuild Ukraine

Deep tech Scale-up and Acceleration

If your Project has been selected following the Consensus Meeting, you will receive an invitation to an online Jury Day. Participants in the Jury Day will have the possibility to either send a video pitch of their Project or participate and pitch in the online session.

The **Selection Committee** - including External Advisors - will select the finalists taking into account the following awarding criteria:

- high potential impact, vertical (sectoral) relevance;
- vision and attitude of the team;
- critical impact on the applicant's processes and growth.

Each criterion is scored between 0 and 5, where 0 corresponds to "Fail" and 5 - "Excellent", with the same descriptors as outlined under [Section 5.3](#).

[General eligibility criteria](#) will also be taken into account. The Selection Committee will confirm, in particular, that the technical conditions, scope of the Project and business criteria are met.

The Jury Day ranking will be created as follows:

¹⁴ Please note that this is not a closed list of reasons.

- average scores be calculated for each criterion;
- the total Jury Day score will be calculated as a sum of 3 average scores per criterion;
- the Jury Day ranking is created in the top-down order, i.e. the proposal with the highest total score will be ranked first, with the second highest total score - the second, etc.

Afterwards, the Jury Day ranking will be compared with the Independent Evaluation ranking resulting in a **combined ranking** presenting cumulative outcomes of competing proposals and is created by adding the scores from the Jury Day and [Independent Evaluation](#) rankings.

Following the combined ranking created based on the Jury Day(s) and Independent Evaluation results, the **Selection Committee** will decide on the '*Provisional list of beneficiaries*', and '*Reserve list*' (if applicable). Also, if specific requirements on ethics are identified, they will be proposed to be included in the Individual Follow-up Plan to be annexed to the Subgrant Agreement to be signed.

The **Selection Committee** reserves the right to decide on the "pass" threshold for the combined ranking, depending on the overall results of proposals competing within a cut-off date given.

5.6 Formal Check, Subgrant Agreement Preparation and Signature

Before you get started on any of the UASEEDs support programmes, you will need to sign the SubGrant Agreement or an amendment to the existing SubGrant Agreement with the UASEEDs Consortium.

Prior to signing the SubGrant Agreement, you should provide documents regarding your formal status. Please do it within the deadlines (normally 3-7 working days) that will be communicated to you. If you fail to deliver the requested documents on time, without clear and reasonable justification, we will exclude you from the further formal assessment and you will be replaced with the company from the "*Reserve list*".

To confirm your formal status and eligibility, we may ask you for (not an exhaustive list): an extract from the register of entrepreneurs or any other registration document indicating the legal company name, registration data and location of the

registered office of the company; the legal representation (optionally POA); tax ID number; ownership structure¹⁵ and citizenship; financial statements; document(s) confirming the staff headcount; bank identification form, and other documents in case of doubts raised during the checks.

Additionally, selected applications will undergo a specific Ethics Screening process.

¹⁵If the ownership structure is not clear from the registration documents, additional documents confirming the ownership structure, e.g. statute, company deed, founding act, share register, beneficial ownership, in a joint-stock company, list of the company's shareholders; etc, may be requested.



CONTACT US

6.1 How Can We Help You?

If you have extra questions regarding any of the UASEEDs programmes you can send us a message to seedsofbravery@fundingbox.com; e-mail **subject: UASEEDs: Question**.

For help with the submissions systems:

- for OnePass login and short application form, send an email to support@getonepass.eu; e-mail **subject: UASEEDs: Help (username)**.
- for technical issues regarding the full proposal, please send an email to seedsofbravery@usf.com.ua; e-mail **subject: UASEEDs: Help (username)**.

Please include the following information in your message:

- your username, telephone number and email address;
- details of the specific problem (error messages you encountered, bugs descriptions, i.e. if a dropdown list isn't working, etc.);
- unique ID (UID) of your short application form. The UID will be located at the top of the application. Check [here](#) how to get it and
- screenshots of the problem.

If you have submitted your **short application form** at OnePass before the deadline and you have discovered that you made a mistake in the form or your data has changed, please contact us in English by email at seedsofbravery@fundingbox.com; e-mail **subject: UASEEDs: Mistake (username)**; including the following information:

- your username, telephone number and email address;
- unique ID (UID) of your short application form. The UID will be located at the top of the application. Check [here](#) how to get it.

Based on the information received, if before the deadline, we may change the status of your short application form from “submitted” back to “draft” so you can correct the mistake(s) or update the data and re-submit your short application form within the cut-off date or the next one (if not the last deadline). We will do our best to support you but consider that it can take up to three (3) working days to process your

request. Submission deadline can not be extended because of the time needed to proceed your request to correct mistakes in the submitted form.

6.2 Complaints

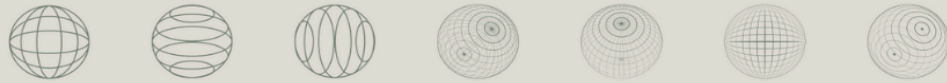
If, after receiving the results of the [Automatic Check-in](#), and/or [In/Out Scope Screening](#), and/or [Formal Check](#) you consider that a formal mistake has been made by us, please send us your complaint in English by email to seedsofbravery@fundingbox.com; e-mail **subject: UASEEDs: Complaint (username)**; including the following information:

- your username, telephone number and email address;
- Unique ID (UID) of your short application form. The UID will be located at the bottom of the application under the signature. Check [here](#) how to get it;
- the subject of the complaint;
- information and evidence regarding the alleged mistake.

You have three (3) **working days** to submit your complaint starting from the day after the communication with the results was sent. We will review your complaint within no more than five (5) working days from its reception. If we need more time to assess your complaint, we will inform you by email about the extension.

We will not review anonymous complaints as well as complaints with incomplete information.

Please take into account that the evaluation is run by experts in the industry, and we do not interfere with their assessment, therefore we will not evaluate complaints related to the results of the evaluation other than those concerning the formal aspects of the [Automatic Check-in](#), and/or [In/Out Scope Screening](#), and/or [Formal Check](#)



SEAL OF EXCELLENCE

Even if not granted the financial support, by submitting a high-quality application, you could be awarded a ‘Seal of Excellence’. It will confirm the access of high-scored applicants to some of the non-financial support services provided by the Consortium Partners, such as:

- Matchmaking - activities that will support integration into the EU and global tech community working with corporates, investors, and potential customers;
- Access to Investors/Accelerators community - access and connection with ecosystem builders (start-up associations, incubators, and accelerators, BSOs, consultants);
- Female Entrepreneur & Leadership Programme (for Women-led companies only - optional) - UASEEDs Consortium Partners will provide intensive mentoring for women who are founders or C-level managers. Participants will also be encouraged to join PNP FoundHER and EIT female-focused programmes;
- Summer School on Entrepreneurship - open access to online education;
- EIT Jumpstarter in Ukraine - support activities to the early-stage teams and idea-holders focused on rebuilding Ukraine;
- Market Discovery - a one-day fully virtual programme;
- Market Fast-Track Programme - a 2-week online programme to facilitate access to market, introduce key players, and work with mentors to build a go-to-market strategy;
- UA Tech Tickets - facilitation of free access to co-working spaces and provide free attendance to conferences, trade fairs and events to further integrate UA entrepreneurs and tech-workers into innovation ecosystems.

Seal of Excellence and access to the particular services will depend on the sole discretion of the UASEEDs consortium partners and will be based on their assessment of the potential of your proposal and its fit to the perks available at the given time.



LAST BUT NOT LEAST – FINAL PROVISIONS

- Any matters not covered by this Guide will be governed by Polish law and rules related to the Horizon Europe and the European Union grants.
- The combined support of different support programs that one company may receive from the UASEEDs Consortium can not exceed EUR 60 000.
- The UASEEDs Consortium might cancel the call at any time, change its provisions or extend it. In such a case we will inform all applicants about such change.
- Your IP will remain your property.
- For the selected beneficiaries, the SubGrant Agreement will include a set of obligations towards the European Commission (for example: promoting the Project and giving visibility to the European Union funding, maintaining confidentiality, and understanding potential controls by the EC/ECA¹⁶ and OLAF¹⁷).
- The signature of the SubGrant Agreement is an initial condition to establish any obligations among applicants and Consortium Partners (with respect to the obligation of confidentiality of the application).
- Please take into account that we make our best effort to keep all provided data confidential; however, for the avoidance of doubt, you are solely responsible for indicating your confidential information as such¹⁸.

Did not find what you were looking for? [Contact us](#) and we will happily answer all your questions.

¹⁶ <https://www.eca.europa.eu/en>

¹⁷ https://anti-fraud.ec.europa.eu/index_en

¹⁸ Any confidential data should be explicitly marked as 'confidential'; generally, we advise against sharing any confidential data.



ANNEXES:

- [Annex 1: Business and Innovation Services](#)
- [Annex 2: Innovative Entrepreneurship](#)
- [Annex 3: Deep Tech Incubators](#)
- [Annex 4: Rebuild Ukraine](#)
- [Annex 5: Deep Tech Scale-up and Acceleration](#)



Annex 1: Business and Innovation Services

What do we offer

In this programme we will provide grants up to **EUR 10 000** for the Projects that aim to purchase of services such as:

- Business Consultancy Services to upgrade their business model and/or business plan, and/or growth strategy
- IPR and patent analysis
- Market analysis/validation
- Internationalisation services (including participation in conferences, fairs and missions)
- Portfolio management services and relations with investors
- Planning and digital tools for (equity) crowdfunding campaigns

Business Consultancy Services

2 months of the **Business Consultancy Services**¹⁹ can boost your potential for obtaining support in future UASEEDs opportunities and EIC calls. These services will provide your company with a clear understanding of how it should generate revenue, sustain and grow its operations.

Having a business model will provide you with a roadmap to manage critical stages of your business development.

A business plan will act as a steering wheel, providing your company with a dynamic document that acts as a blueprint for your business, guiding its growth, operational strategies and financial decisions.

The growth strategy will be your itinerary: through setting goals and milestones to measure progress, it will help you navigate towards success.

¹⁹UASEEDs project partners and associated partners cannot be providers of the services (upgrading your business model or business plan or growth strategy).

IPR and patent analysis

Within the IPR analysis services you can receive the comprehensive analysis and strategic guidance to your company regarding your intellectual property rights aimed at evaluating, protecting, managing, and leveraging your current or future intellectual property assets effectively. This can cover patents, trademarks, copyrights, tradeseecrets, industrial design, software and technology, etc.

The IPR analysis can be made in the form of comprehensive reports, strategic recommendations, and actionable insights tailored to the specific needs and objectives of your company, including, but not limited to:

- Detailed IP portfolio analysis reports;
- Competitive intelligence reports;
- IP strategy development plans;
- Risk assessment and mitigation strategies;
- Market and technology trends analysis reports;
- Licensing and monetization strategy recommendations;
- IP due diligence reports for transactions.

Market analysis/validation

By carrying out market analysis or validation, you may gain insights for making informed decisions about product development, pricing strategies, marketing efforts, and overall market positioning and thus increase your chances of success in the marketplace.

Through gathering and analyzing data related to the market dynamics, customer needs, competition, trends, and other factors that can influence the demand for your product or service you will be able to:

- identify market opportunities,
- validate your assumptions, and
- mitigate risks associated with launching a new product or entering a new market.

Internationalisation services (including participation in conferences, fairs and missions).

If you are seeking to expand your reach and tap into European markets, you will want to make your products or services accessible and appealing to users in those markets through:

- Localization Support, i.e. making products adaptable to specific cultural, linguistic, and regional preferences.
- Globalization Strategy, i.e. developing a comprehensive strategy for entering and expanding into European markets, including market research, identifying target regions, understanding local regulations and business practices, and adapting marketing and sales strategies accordingly.
- Language and Cultural Adaptation, i.e. adapting content, user interfaces, and user experiences to cater to the linguistic and cultural preferences of target markets. This may include using appropriate language, imagery, colors, symbols, and icons that resonate with local audiences.
- Technical Infrastructure: Implementing technical solutions and architectures that support internationalization, such as encoding text in Unicode to handle multilingual content, implementing support for international character sets, and ensuring compatibility with different language systems and input methods.
- Compliance and Accessibility: Ensuring compliance with international standards, regulations, and accessibility guidelines to accommodate users with diverse needs and preferences.

You may also apply for participation in conferences, fairs and missions that may bring you closer to the targeted markets and help get the idea of what kind of internationalisation activities you may need to perform to be successful in the specific market.

Portfolio management services and relations with investors

Portfolio management services and relations with investors is a service designed to support you in:

- achieving your financial goals and objectives by effectively managing your investments.
- your interactions, communications, and overall engagement aiming at maintaining transparency, building trust, and fostering positive relationships with your investors.

Aspects to be tackled within the service may include:

- Financial Reporting

- Investor Communications
- Shareholder Meetings
- Transparency and Disclosure
- Investor Feedback and Engagement.

Planning and digital tools for (equity) crowdfunding campaigns

Crowdfunding involves collecting small sums of money from a wide array of individuals. Funds collected this way may be allocated to support particular projects, contribute to general donations, or bolster time-sensitive initiatives.

Digital tools for crowdfunding campaigns are designed to facilitate and manage the process. They enable creating customizable campaign pages, accepting payments securely, tracking campaign progress, communicating with backers, and managing perks or rewards for contributors.

If you intend to raise funds for your project via crowdfunding, Seeds of Bravery will support you with funding to purchase a service that will help you to plan the campaign and choose the most suitable tool for your campaign.

Our ambition is to grant up to 300 **Business and Innovation Services**²⁰ within the UASEEDs duration.

The open call for this programme runs from **20 February 2024 at 17:00, Brussels Time** and will remain open till **23 December 2024, 17:00 Brussels Time (or until the available budget of approximately EUR 3 000 0000, is entirely granted)** with cut-off dates for submissions **every 2 or 3 months, the nearest and the final one being on 23 December 2024, 17:00, Brussels Time.**

To apply for this open call you must follow the steps indicated in [Section 4- How to apply.](#)

The grant will be reinforced by tailored-made non-financial support offered by the UASEEDs project Partners²¹:

- Matchmaking - activities that will support integration into the EU and global tech community working with corporates, investors, and potential customers,

²⁰Other Innovation Services such as User experience pilots and Demand testing or piloting may be available in the future cut-off dates.

²¹ Access to the services listed below depends on your needs and their availability in the given time. It applies in particular to availability of the free tickets, and access to the conferences and trades.

among them, demo days across Europe will be organised and will allow you to highlight your company potential and quality;

- Access to Investors/Accelerators community - access and connection with ecosystem builders (start-up associations, incubators, and accelerators, BSOs, consultants);
- Market Fast Track - a 2-week online programme to facilitate access to the market, introduction to key players, and work with mentors to build a go-to-market strategy;
- Tech Tickets - UASEEDs Partners will facilitate your free access to co-working spaces and provide free attendance to conferences, trade fairs and events to further integrate UA entrepreneurs and tech-workers into innovation ecosystems;
- Female Entrepreneur & Leadership (for Women-led companies only) - intensive mentoring for women who are founders or C-level managers.

What types of activities can be funded?

The activities that qualify for financial support have to fall within the **scope of the UASEEDs** project and the European Innovation Council (EIC), which is to **promote innovative solutions, services and/or products that can become key economic drivers in the efforts to rebuild the Ukrainian economy and infrastructure, especially after the war.**

Your Project **should have a European dimension**, in particular, the capacity to increase the footprint of Ukrainian start-ups in the European Innovation Ecosystem and their future participation in EIC calls.

In this programme we will support Projects that are seeking support from **Business and Innovation Services**, including Business Consultancy Services, IPR patent analysis, market analysis/validation, internationalisation services (including participation in conferences, fairs and missions), portfolio management services and relations with investors, planning and digital tools for (equity) crowdfunding campaigns.

In the **full proposal for this programme**, we will request you submit an offer from the preferred service provider, as a result of your gathering pricing from three potential service providers, allowing insights into the market value of the Business and Innovation Services. This means you will be requested to make sure that:

- the purchase of the service is connected to the action (project) and necessary for its implementation,

- the purchase of the service ensures best value for money (or if appropriate the lowest price)
- and that there is no conflict of interest²² between the provider, Beneficiary, and any of the [Seeds of Bravery Consortium Members](#) or their employees, managers, etc.

Also, as best practice, please make sure that net, VAT and gross amounts are clearly identifiable in the offer.

Support Programme and Payment Arrangements

Once your company is [selected](#) and the SubGrant Agreement (SGA) is signed, you will be an official beneficiary of the UASEEDs support programme. You will receive a grant in the form of a lump sum based on the approved budget indicated in the full proposal and upon successful completion of your Project (but no more than EUR 10 000 per service, and no more than EUR 60 000 in all UASEEDs support programmes).

The lump sum (up to EUR 10 000 per service) will cover:

- Business Consultancy or Innovation Service connected with one or more of eligible activities;
- Other costs to support the implementation of the service, directly linked to the performance of the Project (e.g. personnel, travel, etc.);
- Overheads (25% of the above-mentioned costs).

For value-added tax (VAT), please follow the general eligibility conditions set in the [Regulation \(EU, Euratom\) 2018/1046 of the European Parliament and of the Council of 18 July 2018 on the financial rules applicable to the general budget of the Union](#), (Article 186) (for more information about VAT, please see the [Frequently Asked questions - FAQ document](#)).

For the sake of simplicity and transparency, **the grant will be paid upon validation of the deliverable submitted** within the deadline of 2 months from the SGA signature. You will be asked to present the deliverable **that includes:**

- **your report of the activities performed and results achieved (e.g. results of an analysis, established plan or strategy, etc.)** and
- Proof of Service Delivery, submitted as a signed statement.

²² Any situation where the impartial and objective implementation of the Project could be compromised for reasons involving family, emotional life, political or national affinity, economic interest or any other direct or indirect interest.

On the basis of provided documents we will assess if your Project was successfully completed.

Minimum requirements for the deliverables, depending on the Project, are:

- for the business plan and/or growth strategy - a completed document for the period of minimum 6 months ahead plus a proof of delivery of the service;
- for the remaining services - a completed document plus a proof of delivery of the service;

The Selection Committee will validate the payment based on the following criteria:

● **Deliverable quality** (Weight 70%) - max 7 points. The Selection Committee will assess the excellence of your document, by analysing its structure, clear vision and defined purpose.

● **Deadline Compliance** (Weight 30%) - max 3 points.

The threshold to receive the payment is 7 points. If a Project is evaluated below the threshold, the Selection Committee will take into consideration all possible objective reasons for underperformance (i.e. external factors which might have influenced the beneficiary's performance). The Selection Committee will make the final decision regarding the approval and the value of the payments. Detailed information about the payments and payments schedule will be included in the Sub-grant Agreement.



Annex 2: Innovative Entrepreneurship

What do we offer

In this programme we will provide grants up to **EUR 25 000** for innovative entrepreneurship Projects under the following circumstances:

- Business continuity in Ukraine (operations in Ukraine continued in the current context) and/or
- Business creation, restarting, continuity of women-led companies in Ukraine or in one of the Member States of the European Union and its Overseas Countries and Territories (OCT) or Horizon Europe Associated Countries after 24.02.2022.

This programme will focus on the start-ups (innovative tech SMEs) whose Technology Readiness Level (TRL) is 3 (experimental proof of concept) or higher.

The grant will be reinforced by tailored-made non-financial support offered by the UASEEDs project Partners²³:

- Matchmaking - activities that will support integration into the EU and global tech community working with corporates, investors, and potential customers, among them, demo days across Europe will be organised and will allow you to highlight your company potential and quality;
- Access to Investors/Accelerators community - access and connection with ecosystem builders (start-up associations, incubators, and accelerators, BSOs, consultants);
- Market Fast Track - a 2-week online programme to facilitate access to the market, introduction to key players, and work with mentors to build a go-to-market strategy;
- Female Entrepreneur & Leadership (for Women-led companies only) - intensive mentoring for women who are founders or C-level managers;
- Tech Tickets - UASEEDs Partners will facilitate your free access to co-working spaces and provide free attendance to conferences, trade fairs and events to further integrate UA entrepreneurs and tech-workers into innovation ecosystems.

²³ Access to the services listed below depends on your needs and their availability in the given time. It applies in particular to availability of the free tickets, and access to the conferences and trades. Detailed scope of the non-financial support will be agreed in the Individual Follow-up Plan.

The open call for this programme runs from **25 January 2024 at 10:00 , Brussels Time** and will remain open till **27 January 2025, 17:00, Brussels Time (or until the available budget of approximately EUR 1 000 0000, is entirely granted)** with cut-off dates for submissions **every 2 or 3 months, with the nearest and final one being on 27 January 2025, 17:00, Brussels Time.**

To apply for this open call you must follow the steps indicated in [Section 4- How to apply.](#)

What types of activities can be funded?

The activities that qualify for financial support have to fall within the **scope of the UASEEDs** project and the European Innovation Council (EIC), which is to **promote innovative solutions, services and/or products that can become key economic drivers in the efforts to rebuild the Ukrainian economy and infrastructure, especially after the war.**

Your Project **should have a European dimension**, in particular, the capacity to increase the footprint of Ukrainian start-ups in the European Innovation Ecosystem and their future participation in EIC calls.

In this programme we will support Projects that demonstrate clear objectives and scalability of their product/service/process, meaning by not addressing a specific problem but being able to be commercialised to solve a structural problem in a specific sector/process/etc.

Support Programme and Payment Arrangements

Once your company is selected and the SubGrant Agreement (SGA) is signed, you will be an official beneficiary of the UASEEDs support programme. You will receive a grant in the form of a lump sum based on the approved budget indicated in the full proposal and upon positive assessment of the delivered documents (but no more than EUR 25 000, and no more than EUR 60 000 in all UASEEDs support programmes).

The lump sum will cover:

- Personnel costs - costs of the team members participating in the upscale trainings and coaching;
- Travel costs - costs of business travel related to the Project implementation;

- Other direct costs - (i.e. purchase cost of goods, works, equipment and services) connected to the Project and necessary for its implementation, directly linked to the performance of the Project i.e. to achieve the project's objectives;
- Overheads (25% of the above-mentioned costs).

For value-added tax (VAT), please follow the general eligibility conditions set in the [Regulation \(EU, Euratom\) 2018/1046 of the European Parliament and of the Council of 18 July 2018 on the financial rules applicable to the general budget of the Union](#), (Article 186) (for more information about VAT, please see the [Frequently Asked questions - FAQ document](#)).

You will be expected to deliver 2 documents (deliverables):

- Individual Follow-up Plan (Month 1 of the Project implementation - 1st Milestone);
- Programme Report (Month 3-6 of the Project implementation - 2nd Milestone).

The final scope of the non-financial support, as well as expected outputs from the granted companies will be indicated in the IFP. Each company will have to develop and follow their IFP.

After the completion of each Milestone, the Selection Committee will validate the payment based on the following criteria:

- Deliverables' quality (Weight 30%);
- Performance indicators (Weight 60%);
- Deadline Compliance (Weight 10%).

Each criterion will be scored from 0 to 10 and, based on the weight of each criterion, the final score will be calculated. The threshold to receive the payment is 7 points. If a Project is evaluated below the threshold, the Selection Committee will take into consideration all possible objective reasons for underperformance (i.e. external factors which might have influenced the beneficiary's performance). The Selection Committee will make the final decision regarding the approval and the value of the payments.



Annex 3: Deep Tech Incubators

What do we offer

In this programme we will provide grants up to **EUR 25 000** for the Projects that aim to test their value proposition and develop their first MVP, by performing activities, such as:

- user or demand testing and/or,
- prototype validation and/or,
- other pre-MVP innovation activities.

This programme will focus on the start-ups (innovative tech SMEs) whose Technology Readiness Level (TRL) is 4 (technology validated in lab) or higher.

The grant will be reinforced by tailored-made non-financial support offered by the UASEEDs project Partners²⁴:

- Matchmaking - activities that will support integration into the EU and global tech community working with corporates, investors, and potential customers, among them, demo days across Europe will be organised and will allow you to highlight your company potential and quality;
- Access to Investors/Accelerators community - access and connection with ecosystem builders (start-up associations, incubators, and accelerators, BSOs, consultants);
- Market Fast Track - a 2-week online programme to facilitate access to market, introduction to key players, and work with mentors to build a go-to-market strategy;
- Deep Tech Incubator - activities that will aim to develop and/or refine high-potential deep tech innovations;
- Tech Tickets - UASEEDs Partners will facilitate your free access to co-working spaces and provide free attendance to conferences, trade fairs and events to further integrate UA entrepreneurs and tech-workers into innovation ecosystems
- Female Entrepreneur & Leadership (for Women-led companies only) - intensive mentoring for women who are founders or C-level managers.

²⁴ Access to the services listed below depends on your needs and their availability in the given time. It applies in particular to availability of the free tickets, and access to the conferences and trades. Detailed scope of the non-financial support will be agreed in the Individual Follow-up Plan.

The open call for this programme runs from **25 January 2024 at 10:00, Brussels Time** and will remain open till **27 January 2025, 17:00, Brussels Time (or until the available budget of approximately EUR 2 000 0000, is entirely granted)** with cut-off dates for submissions **every 2 or 3 months, with the nearest and final one being on 27 January 2025, 17:00, Brussels Time.**

To apply for this open call you must follow the steps indicated in [Section 4- How to apply.](#)

What types of activities can be funded?

The activities that qualify for financial support have to fall within the **scope of the UASEEDs** project and the European Innovation Council (EIC), which is to **promote innovative solutions, services and/or products that can become key economic drivers in the efforts to rebuild the Ukrainian economy and infrastructure, especially after the war.**

Your Project **should have a European dimension**, in particular, the capacity to increase the footprint of Ukrainian start-ups in the European Innovation Ecosystem and their future participation in EIC calls.

In this programme we will support **deep-tech** Projects that are **based on cutting-edge scientific advances and discoveries that need to stay at the technological forefront by constant interaction with new ideas and results from the lab**, beyond the State of the Art, demonstrating clear objectives and scalability of their product/service/process, meaning by not addressing a specific problem but being able to be commercialised to solve a structural problem in a specific sector/process/etc. All activities should focus on the development of the feasibility study. The primary purpose of a feasibility study is to determine whether the project is economically, technically, operationally, and legally feasible.

Support Programme and Payment Arrangements

Once your company is selected and the SubGrant Agreement (SGA) is signed, you will be an official beneficiary of the UASEEDs support programme. You will receive a grant in the form of a lump sum based on the approved budget indicated in the full proposal and upon positive assessment of the achieved Milestones (but no more than EUR 25 000, and no more than EUR 60 000 in all UASEEDs support programmes).

The lump sum will cover:

- Personnel costs - costs of the team members participating in the upscale trainings and coaching;
- Travel costs - costs of business travel related to the Project implementation;
- Other direct costs - (i.e. purchase cost of goods, works, equipment and services) connected to the Project and necessary for its implementation, directly linked to the performance of the Project i.e. to achieve the project's objectives;
- Overheads (25% of the above-mentioned costs).

For value-added tax (VAT), please follow the general eligibility conditions set in the [Regulation \(EU, Euratom\) 2018/1046 of the European Parliament and of the Council of 18 July 2018 on the financial rules applicable to the general budget of the Union](#), (Article 186) (for more information about VAT, please see the [Frequently Asked questions - FAQ document](#)).

You will be expected to deliver 2 documents (deliverables):

- Individual Follow-up Plan (Month 1 of the Project implementation - 1st Milestone);
- Feasibility Study (Month 3-6 of the Project implementation - 2nd Milestone).

The final scope of the non-financial support, as well as expected outputs from the granted companies will be indicated in the IFP. Each company will have to develop and follow their IFP.

After the completion of each Milestone, the Selection Committee will validate the payment based on the following criteria:

- Deliverables' quality (Weight 30%);
- Performance indicators (Weight 60%);
- Deadline Compliance (Weight 10%).

Each criterion will be scored from 0 to 10 and, based on the weight of each criterion, the final score will be calculated. The threshold to receive the payment is 7 points. If a Project is evaluated below the threshold, the Selection Committee will take into consideration all possible objective reasons for underperformance (i.e. external factors which might have influenced the beneficiary's performance). The Selection Committee will make the final decision regarding the approval and the value of the payments.



Annex 4: Rebuild Ukraine

What do we offer

In this programme we will provide grants up to **EUR 25 000** for the Projects that aim to create and/or develop innovative products or services that meet the demand from both individuals and the state for a rapid postwar reconstruction in prioritised [areas](#).

This programme will focus on scale-ups (innovative tech SMEs) whose Technology Readiness Level (TRL) is equal to or higher than 7.

The grant will be reinforced by tailored-made non-financial support offered by the UASEEDs project Partners²⁵:

- Matchmaking - activities that will support integration into the EU and global tech community working with corporates, investors, and potential customers, among them, demo days across Europe will be organised and will allow you to highlight your company potential and quality;
- Access to Investors/Accelerators community - access and connection with ecosystem builders (start-up associations, incubators, and accelerators, BSOs, consultants);
- Market Fast Track - a 2-week online programme to facilitate access to market, introduction to key players, and work with mentors to build a go-to-market strategy;
- Deep Tech Accelerator - activities that will aim to identify, nurture and commercialise prominent innovations
- Digital and Deep Tech Booster - activities that will help you to finalise business models, access markets, work with corporates as partners and customers, and prepare for fundraising;
- Funding Lab - a set of high-impact activities such as proposal writing bootcamps and pitch trainings to increase access to funding for innovative and deep tech UA companies via hands-on and advisory services from a team of investment professionals;

²⁵ Access to the services listed below depends on your needs and their availability in the given time. It applies in particular to availability of the free tickets, and access to the conferences and trades. Detailed scope of the non-financial support will be agreed in the Individual Follow-up Plan.

- Finance Booster - a (4) four-week investment readiness programme (IRP) on funding strategy, term sheets and business plan financials will hold hands-on sessions based on best practices;
- Tech Tickets - UASEEDs Partners will facilitate your free access to co-working spaces and provide free attendance to conferences, trade fairs and events to further integrate UA entrepreneurs and tech-workers into innovation ecosystems;
- Female Entrepreneur & Leadership (for Women-led companies only) - intensive mentoring for women who are founders or C-level managers.

The overall programme will help your company grow by offering resources, mentorship, networking opportunities, and funding. Each scale-up is unique, and therefore the Individual Follow-up Plan (IFP) will be set-up to address different individual needs and challenges. The IFP will identify your follow-up mentors (experienced entrepreneurs, industry experts, or professionals with relevant expertise), outline the goals and objectives of the programme (including deliverables and timeline), as well as focus areas, where mentors can provide the most value (product development, marketing strategy, fundraising, team building, or any other aspect relevant to the scale-up growth).

The open call for this programme runs from **25 January 2024 at 10:00 , Brussels Time** and will remain open till **27 January 2025, 17:00 CEST Brussels Time (or until the available budget of approximately EUR 2 000 0000, is entirely granted)** with cut-off dates for submissions **every 2 or 3 months, with the nearest and final one being on 27 January 2025, 17:00, Brussels Time.**

To apply for this open call you must follow the steps indicated in [Section 4- How to apply.](#)

What types of activities can be funded?

The activities that qualify for financial support have to fall within the **scope of the UASEEDs** project and the European Innovation Council (EIC), which is to **promote innovative solutions, services and/or products that can become key economic drivers in the efforts to rebuild the Ukrainian economy and infrastructure, especially after the war.**

Your Project **should have a European dimension**, in particular, the capacity to increase the footprint of Ukrainian start-ups in the European Innovation Ecosystem and their future participation in EIC calls.

In this programme we will support Projects that are beyond the State of the Art demonstrating clear objectives and scalability of their product/service/process, meaning by not addressing a specific problem but being able to be commercialised to solve a structural problem in a specific sector/process/etc. Projects that aim creation and development of innovative products or services that meet the demand from both individuals and the state for a rapid postwar reconstruction in prioritised areas.

Support Programme and Payment Arrangements

Once selected and the SubGrant Agreement (SGA) is signed, you will be an official beneficiary of the UASEEDs support programme. You will receive a grant in the form of a lump sum based on the approved budget indicated in the full proposal and upon positive assessment of the achieved Milestones (but no more than EUR 25 000 per service, and no more than EUR 60 000 in all UASEEDs support programmes).

The lump sum will cover:

- Personnel costs - costs of the team members participating in the upscale trainings and coaching;
- Travel costs - costs of business travel related to the Project implementation;
- Other direct costs - (i.e. purchase cost of goods, works, equipment and services) connected to the Project and necessary for its implementation, directly linked to the performance of the Project i.e. to achieve the project's objectives;
- Overheads (25% of the above-mentioned costs).

For value-added tax (VAT), please follow the general eligibility conditions set in the [Regulation \(EU, Euratom\) 2018/1046 of the European Parliament and of the Council of 18 July 2018 on the financial rules applicable to the general budget of the Union](#), (Article 186) (for more information about VAT, please see the [Frequently Asked questions - FAQ document](#)).

You will be expected to deliver 2 documents (deliverables):

- Individual Follow-up Plan (Month 1 of the Project implementation - 1st Milestone);
- Feasibility Study (Month 3-6 of the Project implementation - 2nd Milestone).

The final scope of the non-financial support, as well as expected outputs from the granted companies will be indicated in the IFP. Each company will have to develop and follow their IFP.

After the completion of each Milestone, the Selection Committee will validate the payment based on the following criteria:

- Deliverables' quality (Weight 30%);
- Performance indicators (Weight 60%);
- Deadline Compliance (Weight 10%).

Each criterion will be scored from 0 to 10 and, based on the weight of each criteria, the final score will be calculated. The threshold to receive the payment is 7 points. If a Project is evaluated below the threshold, the Selection Committee will take into consideration all possible objective reasons for underperformance (i.e. external factors which might have influenced the beneficiary's performance). The Selection Committee will make the final decision regarding the approval and the value of the payments.



Annex 5: Deep Tech Scale-up and Acceleration

What do we offer

In this programme we will provide grants up to **EUR 50 000** to scale-ups (innovative tech SMEs) whose Technology Readiness Level (TRL) is equal to or higher than 7, that aim to the rapid reaching/extending of the markets.

The grant will be reinforced by tailored-made non-financial support offered by the UASEEDs project Partners²⁶:

- Matchmaking - activities that will support integration into the EU and global tech community working with corporates, investors, and potential customers, among them, demo days across Europe will be organised and will allow you to highlight your company potential and quality;
- Access to Investors/Accelerators community - access and connection with ecosystem builders (start-up associations, incubators, and accelerators, BSOs, consultants);
- Deep Tech Accelerator - activities that will aim to identify, nurture and commercialise prominent innovations
- Tech Tickets - UASEEDs Partners will facilitate your free access to co-working spaces and provide free attendance to conferences, trade fairs and events to further integrate UA entrepreneurs and tech-workers into innovation ecosystems;
- Digital and Deep Tech Booster - activities that will help you finalise business models, access markets, work with corporates as partners and customers, and prepare for fundraising;
- Female Entrepreneur & Leadership (for Women-led companies only) - intensive mentoring for women who are founders or C-level managers.
- Funding Lab - a set of high-impact activities such as proposal writing bootcamps and pitch trainings to increase access to funding for innovative and deep tech UA companies via hands-on and advisory services from a team of investment professionals;

²⁶ Access to the services listed below depends on your needs and their availability in the given time. It applies in particular to availability of the free tickets, and access to the conferences and trades. Detailed scope of the non-financial support will be agreed in the Individual Follow-up Plan

- Market and Legal Lab - legal services to UASEEDs start-ups entering EU or global markets including but not limited to: company registration; taxation; investment, employment, service contracts review; compliance and GDPR;
- Finance Booster - a (4) four-week investment readiness programme (IRP) on funding strategy, term sheets and business plan financials will hold hands-on sessions based on best practices.

The overall programme will help your company grow by offering resources, mentorship, networking opportunities, and funding. Each scale-up is unique, and therefore the Individual Follow-up Plan (IFP) will be set-up to address different individual needs and challenges. The IFP will identify your follow-up mentors (experienced entrepreneurs, industry experts, or professionals with relevant expertise), outline the goals and objectives of the programme (including deliverables and timeline), as well as focus areas, where mentors can provide the most value (product development, marketing strategy, fundraising, team building, or any other aspect relevant to the scale-up growth).

The open call for this programme runs from **25 January 2024 at 10:00 , Brussels Time** and will remain open till **27 January 2025, 17:00, Brussels Time (or until the available budget of approximately EUR 4 000 0000, is entirely granted)** with cut-off dates for submissions **every 2 or 3 months, with the nearest and final one being on 27 January 2025, 17:00, Brussels Time.**

To apply for this open call you must follow the steps indicated in [Section 4- How to apply.](#)

What types of activities can be funded?

The activities that qualify for financial support have to fall within the **scope of the UASEEDs** project and the European Innovation Council (EIC), which is to **promote innovative solutions, services and/or products that can become key economic drivers in the efforts to rebuild the Ukrainian economy and infrastructure, especially after the war.**

Your Project **should have a European dimension**, in particular, the capacity to increase the footprint of Ukrainian start-ups in the European Innovation Ecosystem and their future participation in EIC calls.

In this programme we will support **deep-tech** Projects that are **based on cutting-edge scientific advances and discoveries that need to stay at the technological forefront**

by constant interaction with new ideas and results from the lab, beyond the State of the Art that focus on the execution phase of their business model, demonstrate clear objectives and scalability of their product/service/process, meaning by not addressing a specific problem but, being able to be commercialised to solve a structural problem in a specific sector/process/etc.

Support Programme and Payment Arrangements

Once your company is selected and the SubGrant Agreement (SGA) is signed, you will be an official beneficiary of the UASEEDs support programme. You will receive a grant in the form of a lump sum based on the approved budget indicated in the full proposal and upon positive assessment of the achieved Milestones (but no more than EUR 50 000 per service, and no more than EUR 60 000 in all UASEEDs support programmes).

The lump sum will cover:

- Personnel costs - costs of the team members participating in the upscale trainings and coaching;
- Travel costs - costs of business travel related to the Project implementation;
- Other direct costs - (i.e. purchase cost of goods, works, equipment and services) connected to the Project and necessary for its implementation, directly linked to the performance of the Project i.e. to achieve the project's objectives;
- Overheads (25% of the above-mentioned costs).

For value-added tax (VAT), please follow the general eligibility conditions set in the [Regulation \(EU, Euratom\) 2018/1046 of the European Parliament and of the Council of 18 July 2018 on the financial rules applicable to the general budget of the Union](#), (Article 186) (for more information about VAT, please see the [Frequently Asked questions - FAQ document](#)).

You will be expected to deliver 3 documents (deliverables):

- Individual Follow-up Plan (Month 1 - of the Project implementation - 1st Milestone);
- Individual Follow-up Plan - performance report (Month 3-4 - of the Project implementation - 2nd Milestone);
- Feasibility Study or Business Plan or upscale in TRL level (Month 6-8 - of the Project implementation - 3rd Milestone);

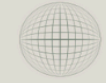
and completing min. 1 of the non-financial support activities: Female Entrepreneur & Leadership, Funding Lab or Finance Booster (part of the performance assessment).

The final scope of the non-financial support, as well as expected outputs from the granted companies will be indicated in the IFP. Each company will have to develop and follow their IFP.

After the completion of each Milestone, the Selection Committee will validate the payment based on the following criteria:

- Deliverables' quality (Weight 30%)
- Performance indicators (Weight 60%)
- Deadline Compliance (Weight 10%)

Each criterion will be scored from 0 to 10 and, based on the weight of each criterion, the final score will be calculated. The threshold to receive the payment is 7 points. If a Project is evaluated below the threshold, the Selection Committee will take into consideration all possible objective reasons for underperformance (i.e. external factors which might have influenced the beneficiary's performance). The Selection Committee will make the final decision regarding the approval and the value of the payments.



EXTRA HINTS BEFORE PROPOSAL SUBMISSION

A full proposal takes time and effort and we know it. Here are a few crucial points you should read before submitting your proposal.

- Is your Project in line with what UASEEDs is looking for? You are not sure? You can consult the [Annexes](#) and this [Section](#).
- Did you present your Project in a way that will convince evaluators? Not sure if you did? Go back to this [Section](#).
- Is your Project fulfilling all eligibility requirements described in the Guide? Check again this [Section](#).
- Are you sure you can cope with our process of the SubGrant Agreement signature and payment arrangements for selected proposals? You may want to go over this [Section](#)
- Did you check our SubGrant Agreement Template? You didn't? Check it [here](#).
- Do you need extra help? [Contact us](#)

Good luck!