



SCALE^{UP}

community-driven
bioeconomy development

Call for Expressions of Interest (EoI)

March 2023

CTA



This project has received funding from the European Union's Horizon Europe research and innovation programme under grant agreement No. 101060264.

Index

1	What is Scale-up?	3
2	What is the objective of this Call?	3
3	Who can apply?	4
4	SCALE-UP INNOVATION SUPPORT PROGRAMME	4
5	Which are the evaluation criteria?	5
6	How and when to apply	6
7	How the evaluation procedure will be?	6
8	Do you have more questions?	7

Scale-up Call for Expressions of interest in the region of “Name of the region” for Innovation Support Programme in “value chain of the region”

Opening date April 3rd, 2023

Closing date May 12th, 2023, @17.00 CET.

1 What is Scale-up?

The overall goal of SCALE-UP is to support regional multi-actor partnerships, consisting of private businesses, governments and policymakers, civil society organizations, and researchers in identifying and scaling innovative and sustainable bio-based value chains that build on regional resources. Through its approach, SCALE-UP will adapt, implement and evaluate tools to help regional actors to overcome the apparent bottlenecks towards fully exploiting bioeconomy potentials in their region.

In addition to the focus on increasing capacity and knowledge of bioeconomy among relevant actors in the regions, a key feature of SCALE-UP is the business development programme to be applied by the local communities. With an emphasis on the co-creation principles of transparency and open innovation, the project will provide advisory and support to innovators and regional stakeholders to assess market conditions, elaborate business plans and identify compatible funding sources for regionally suitable bio-based solutions.

Specifically, SCALE-UP aims to achieve the following objectives:

- Increased capacity and knowledge of multi-actor partnerships to accelerate the development of marketable products and services and to improve the market penetration of bio-based solutions.
- Improved knowledge about the potential of nutrient recycling in the regions.
- Successful deployment of existing practical and scientific knowledge.
- High level of awareness and understanding of the bioeconomy and its potential and impacts among local communities.
- Strengthened collaboration between primary producers, SMEs, clusters, social actors and policymakers.
- Promotion of regional, rural, local/urban and consumer-based transitions towards a sustainable, regenerative, inclusive and just circular economy and bioeconomy across all regions of Europe.

For more info about the project visit <https://www.scaleup-bioeconomy.eu>

2 What is the objective of this Call?

The objectives of this Call for Expressions of Interest (EoI) are 1) to take stock of bio-based solutions that are suitable for [REGION], and 2) to help the developers of two of these solutions enter the market.

To achieve this, SCALE_UP has prepared an Innovation support programme (see point 4) that includes:

- External assistance to conduct a comprehensive assessment of the regional market and to design a suitable business model.
- Help to build a strong business strategy to enter the regional market.
- Screening and guidance to identify compatible public and private funding sources for further development and commercialisation of the selected solution.

- Exposure in SCALE-UP's media channels and a dedicated showcase in an international event that will support the market deployment and fundraising for the selected companies.

3 Who can apply?

1. **Entrepreneur initiatives** wishing to empower the R+D+i ecosystem in the “name value chain” value chain through **innovative bio-based solutions**.
The type of entity is not restricted and can be any type of organisation (start-up, SMEs, universities and RTD institutes, large companies, NGOs, ...)

The bio-based solution should be focused on the generation of benefits (social, ecological and economic) for the local community and on the promotion of social innovation and creating new income streams in rural areas.

2. These innovative solutions must be small scale products or services.
 - What means small scale relating to products?

In the case of innovative products, small-scale means:

- Simple
- low capital-cost (less than 2M€)
- less investment risk.
- low processing capacity (less than 100 t/day)
- low process complexity
- using local material and feedstocks
- mostly producing partly pure and intermediate products
- easy to operate.

In the case of services, small-scale means:

- simple,
- less expensive
- easy to replicate.

3. Established or have a branch office in the “*name*” region.
4. The bio-based solution developers commit to the MoU attached. The successful applicants will be requested to sign a memorandum of understanding (MoU) with the Scale-up regional partner within 15 days of the notification of the project approval.

4 SCALE-UP INNOVATION SUPPORT PROGRAMME

The main aim of the Innovation Support Programme is to facilitate the market introduction of the selected bio-based products or services. This will be done by:

- Enabling innovators to identify and analyse target customers for their bio-based solutions
- Assessing whether a clear market need for their offer exists
- Preparing innovators to communicate strategically with their target customers
- Guiding the development of a suitable and sustainable business model

To allow for a well informed and actionable assessment of the regional market for bio-based solutions, SCALE-UP sets up regional **Task Forces** for market assessment and business model design. These Task Forces consist of incumbents of regional bio-based value chains, and may include biomass producers/owners/distributors, developers of other bio-based products and services, developers/distributors of enabling technologies and equipment, and potential and/or existing paying customers and end-users, and other knowledge holders. By getting these types of stakeholders acquainted with the business idea, the innovators will gain valuable market intelligence, visibility and networking opportunities.

The key steps of the programme are shown in the following figure:



5 Which are the evaluation criteria?

The evaluation of applications is based on a set of evaluation criteria presented in the table below following the verification of eligibility requirements. The following table explains the different aspects which will be considered for each evaluation criterion_

Evaluation criteria	Max. Score	Weight	Max. weighted score
Extent to which the bio-based solution will contribute to achieving Scale-up key objectives	5	3	15

Extent to which the bio-based solution is suitable for the regional bioeconomy	5	3	15
How innovative is the bio-based solution?	5	4	20
Extent to which the innovation support programme will help the entrepreneurial initiative improve its status (economic, environmental, social)	5	6	30
The business potential based on the market approach, business model and experience of the entrepreneurial initiative.	5	4	20

Each criteria to be evaluated is rated between 1 and 5 points; no half-points are allowed. Furthermore, each criterion has a dedicated weight for the final score.

The same evaluation criteria and scorings apply to all bio-based solutions. The total score will be maximum 100 points.

The meaning of the scores with respect to the criteria are as follows:

- 1 – Poor. The criterion is addressed in an inadequate manner, or there are serious inherent weaknesses.
- 2 – Fair. While the proposal broadly addresses the criterion, there are significant weaknesses.
- 3 – Good. The proposal addresses the criterion well, but with at least one moderate weakness.
- 4 – Very good. The proposal addresses the criterion very well, although with minor weaknesses.
- 5 – Excellent. The proposal successfully addresses all relevant aspects of the criterion in question.

6 How and when to apply

- Go to the SCALEUP website (<https://www.scaleup-bioeconomy.eu/en/home/>).
- Complete the application form.
- Be sure to submit it by 29th May 2023 at 20:00 GMT.

7 How the evaluation procedure will be?

Submitted applications will be evaluated in a one-step evaluation procedure by an Evaluation Committee formed with

- Members of steering groups from the “name of the region” regional platform for bioeconomy developed by Scale-up project¹.
- Scale-up consortium partners
- Scale-up Advisory Board members

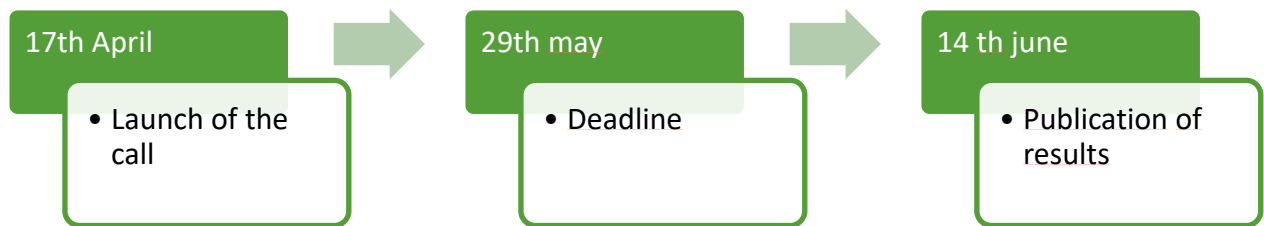
*

¹ For more info about the regional platform visit <https://www.scaleup-bioeconomy.eu>

The entire evaluation process by the committee shall take max. 10 working days, starting from the closing date of Scale-up open call.

The applicants will receive an e-mail about the outcome of the evaluation directly after the evaluation is finalised along with instructions for the next steps in the case the applicant is awarded.

The main dates of the call and the evaluation procedure are as follows:



8 Do you have more questions?

Contact Scale-up Partner	Contact person	Email Address