



SmartAgriHubs Open Call Definition RESPOND to the COVID-19 Crisis

RESPOND2: SAH2SMEs

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Topic	Open call organised as a pan-European on-line Challenge calling for SMEs to RESPOND to the effects of the COVID-19 crisis in the agri-food sector.

This open call is realised in the scope of the SmartAgriHubs project that received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 818 182 (see also www.smartagrihubs.eu). This document compiles the key information about the open call "RESPOND2: SAH2SMEs".

More information about the overall SmartAgriHubs open call programme, including definitions as well as eligibility and evaluation criteria are explained in the document "SmartAgriHubs-OpenCall-Programme".

Call Topic:	Open call organised as a pan-European on-line Challenge calling for SMEs to RESPOND to the effects of the crisis and use potential opportunities to fight against the CORONA COVID-19 pandemic from the perspective of what digital innovation can contribute to minimize the consequences of the crisis to the European agri-food economy. Solutions must be directly proposed by SMEs and have a clear pan-European added value and well documented potential for rapid replication.
Expected Results:	<p>The main objective is to generate ideas for potential Innovation Experiments that are responding to the effects of the COVID-19 crisis. Results provided by SMEs shall include at least conceptual implementations or also Minimum Viable Products¹ that can serve as baseline for a follow-up by the involved proposers or by other parties. The activities shall facilitate uptake of developed solutions, networking of organisations and individuals, as well as aim at the mobilisation of talent. All results will be presented in detail via the SAH Innovation Portal. The owners of the developed intellectual property need to provide a description for publication via the SmartAgriHubs communication channels, specifically explaining the following:</p> <ul style="list-style-type: none">• Realised solution• Approach for validation• Involved parties, infrastructure and places• Value propositions• ICT problems addressed• Software and hardware components developed and/or used <p>The proposal needs to explain a strategy for the exploitation and ownership of the results (for instance also explaining potential open source strategies or in-kind contributions by third parties).</p>
Potential Proposers:	Activities shall be proposed directly by SMEs and/ or startups from member states or associated countries according to H2020 eligibility rules.
Available Funding:	<p>SmartAgriHubs considers that proposals requesting a contribution from 30,000 to 50,000 Euro would allow to support the realisation of activities appropriately.</p> <p>Currently, SmartAgriHubs considers a total amount of max. EUR 250,000 to 400,000 Euro funding for the overall open call as appropriate to realise the pan-European Challenge to mitigate the consequences of the COVID-19 crisis to the European agri-food economy.</p>

¹ A Minimum Viable Product is the implementation of a product that can be used by the addressed end-user in a real operational environment and must not represent a test, demo or prototype implementation. It needs not to address all end-user requirements, but enough features to satisfy key customer requirements, enabling creation of end-user feedback for future product development and related innovation experiments.

Eligible Costs:	Reimbursement of eligible costs of selected SMEs to develop and test innovative digital solutions that can contribute in minimizing the consequences of the crisis to the European agri-food economy (i.e. specifically personnel costs, travel, and other goods and services – see also SmartAgriHubs-OpenCall-Programme for further information).
Funding Rates:	Eligible costs can be funded up to a maximum of 70% on a lump sum basis.
Reimbursement:	SmartAgriHubs will reimburse the delivered results that need to be defined in terms of expected deliverables (e.g. implemented solution), milestones (i.e. timing of intermediate versions) and KPI (e.g. number of end-users, realised features, attracted additional investors) on a lump sum basis.
Evaluation Criteria:	Proposals will be evaluated with respect to their: <ul style="list-style-type: none"> • C1: Relevance to minimize the consequences of the crisis to the European agri-food economy, pan-European value and replication potential. • C2: Excellence of the strategic approach to achieve impact. • C3: Excellence of the team • C4: Quality of project plan and budget
Examples for Key Topics that may require RESPONSE:	<ul style="list-style-type: none"> • Mobilising agricultural workforce for harvesting • Educating individuals from other sectors for being able to support agri-food businesses in the crisis • Regional matching of offer and demand for fresh produce in decentralised settings • Making surplus food available, especially to the poor and people in need • Donating food • Managing food transport along national and international supply chains to avoid food waste • Re-routing of transports to avoid food waste • Identifying anormal situations in food supply/ transport as baseline to enable early reactions • Forecasting of regional food supplies, deviations and/or shortages • Supporting policy information through data analysis to mitigate future market interruptions in the food supply chain • Strategies to apply personal distancing along the supply chain from farm to fork • Ensuring fresh food safety along the supply chain • Optimising food storage • Optimising shelf-life of food • Facilitate access to data and services for an easier digital innovation in the agri-food sectors
Opening:	Tuesday, May, 12 th 2020
Closure:	Wednesday, June 03 rd 2020, 17:00 CEST
Selection of Proposals:	It is planned to select proposals for funding until early July as well as prepare a related contract.

Implementation: The work shall be implemented until early December 2020 or before, for being able to take effect. Other implementation schedules might be considered for funding but would require a detailed explanation and would need to add value also to an early response effect. Effects that could only be initiated from 2021 should aim at participation in later open calls that are currently planned by SmartAgriHubs.

Evaluation Procedure

The evaluation in the SmartAgriHubs SAH2SMEs open call will be organised in three main steps:

1. Evaluation of a pitch proposal document
2. Live evaluation of an online presentation
3. Evaluation of a detailed plan as annex to a for a contract

The evaluation procedure is explained in the following.

The content of each pitch proposal will be evaluated against the criteria mentioned above as follows:

Criterion	Slides	Score
C1: Relevance to minimize the consequences of the crisis to the European agri-food economy, pan-European value and replication potential.	2 & 3	1: Criterion is not fulfilled 2: Criterion is partially fulfilled 3: Criterion is fulfilled All scores will be weighted similar.
C2: Excellence of the strategic approach to achieve impact.	4 & 5	
C3: Excellence of the team	8 & 9	
C4: Quality of project plan and budget	6 & 7	
Total number of slides for evaluation:	8	

Each pitch proposal will be evaluated against the abovementioned criteria by two different evaluators. Depending on the requested budget and the quality of proposals. All proposers will receive the numerical score of their evaluation, without narrative explanation of the evaluation. 25-30 best proposing teams will be invited to present their pitch live (i.e. online session) in a three-members jury that will decide to fund up to 10 proposals max., based on requested/ available budget and quality of proposals. Participants in live pitch will receive their score² and a short narrative explanation of the decision. Decisions of the committee will be delivered "as-is" and are not subject to further discussions.

Selected applicants will be requested to present a detailed plan with respect to deliverables, milestones and associated costs. The plan will be evaluated by the selection jury and if needed both parties will enter negotiations to agree upon mutually acceptable plan. In case the negotiations are not concluded in a short period of time (e.g. 2 weeks) the proposal will be not considered eligible and SAH will invite the first applicant from the reserve list for negotiations.

² *The live evaluation will use the same evaluation criteria presented above but use the 6 scores from 0 to 5 as detailed in chapter 3 of the SmartAgriHubs Open Call programme document. In order to be considered for funding, all scores must be above a threshold for each criterion, and above an overall threshold.*

Reimbursement and Annex to the Sub-Grant Agreement:

During the contracting phase and before Sub-Grant Agreement signature, the Consortia will be asked to provide allocation of resources, timetable, milestones and deliverables based upon a pre-defined template that will be an Annex to the Sub-Grant Agreement. Key elements of the requested information that will be part of Annex to the Sub-Grant Agreement can be found below:

Budget Category	Amount
1. Personnel costs	
2. Other direct costs (<i>travel, equipment, software, services, etc.</i>)	
3. Total direct costs (<i>Sum of row 1 and 2</i>)	
4. Indirect costs (<i>25% of Total direct costs</i>)	
5. Total costs (<i>Sum of row 3 and 4</i>)	
6. Funding requested (max. 70% of total eligible costs for SMEs)	

No ³	Deliverable Name/Description ⁴	Type ⁵	Estimated Costs in Euro	Delivery Date ⁶
1				M01
2				

No ⁷	Milestones	Means of verification ⁸	Delivery Date
1			M01
2	...		

³ Deliverable numbers in order of delivery dates.

⁴ Give a meaningful name, followed by a concise description.

⁵ Use one of the following codes:

R: Document, report (excluding the periodic and final reports)

DEM: Demonstrator, pilot, prototype, plan designs

DEC: Websites, patents filing, press & media actions, videos, etc.

OTHER: Software, technical diagram, etc.

⁶ Measured in months from the project start date.

⁷ Milestone numbers in order of delivery dates.

⁸ Show how you will confirm that the milestone has been attained. Refer to indicators if appropriate.

Depending on the nature of results and envisaged milestones, SmartAgriHubs considers providing an advance payment of 20% from the requested eligible max. funding. The remaining 80% would be reimbursed upon delivery of deliverables and accomplishment of milestones as contractually agreed.

Proposal Template for RESPOND2: SAH2SMEs

To submit a proposal for the SmartAgriHubs pan-European on-line Challenge calling for SMEs, you need to prepare a short description in English language that shall be sent by email as a pdf file.

Please use the following subject:

- "SmartAgriHubs Proposal Submission – SAH2SMEs – [Acronym of your proposal]" and
- Submit your complete proposal before June 3rd 2020 17:00 CEST

Format

Please prepare your pitch proposal as a pdf or ppt, pptx file, no longer than 8 slides plus a title slide, as well as a slide with the SME Self-Declaration (in total no longer than 10 slides). In the pitch proposal you can use a combination of text, tables, diagrams, pictures and other static visuals as appropriate.

Therefore, the pitch proposal shall not exceed 10 pages/ slides in total. The pdf file must not be larger than 2 MB.

Title Page

Please include the following information in the title page:

- Title of the call topic:
"SmartAgriHubs SAH2SMEs - RESPOND to the COVID-19 Crisis"
- Title and Acronym of your proposal
- Name and webpage of your organisation
- Name, email, telephone number, and address of the contact person
- Date of preparation and version number

Content of Your Proposal

The body of your proposal shall include the following parts and must not exceed 10 pages in total:

- Slide 1: Title
- Slide 2: Relevance to RESPOND to the effects of the COVID-19 pandemic in the agri-food economy
- Slide 3: Problem addressed
- Slide 4: Key characteristics of your solution and end-users to be involved
- Slide 5: Business Plan, preferably as one-page Business Model CANVAS
- Slide 6: Timing of activities, milestones and related deliverables
- Slide 7: Budget planning
- Slide 8: Short description of partner organisation(s) with website link
- Slide 9: Short CVs of key individuals
- Slide 10: SME self-declaration

SME Self-Declaration

Please add the following signed declaration as an Annex to your proposal. You may sign and scan the declaration or add a scanned signature directly on the slide.

My organisation is an SME meaning "micro, small and medium sized enterprise" within the meaning of Recommendation 2003/361/EC in the version of 6 May 2003.

see http://ec.europa.eu/enterprise/enterprise_policy/sme_definition/index_en.htm

- employs fewer than 250 persons
- has an annual turnover not exceeding EUR 50 million, and/or
- an annual balance sheet total not exceeding EUR 43 million
- is autonomous and
- is an SME with the meaning of Recommendation 2003/361/EC, also taking into account partner or linked enterprises