



Driving manufacturing SME transformation towards green, digital and social sustainability.

## greenSME Open Call 2 Webinar

TEKNIKER, MESAP, F6S

15-May-24



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European Union

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**greenSME**  
**project**

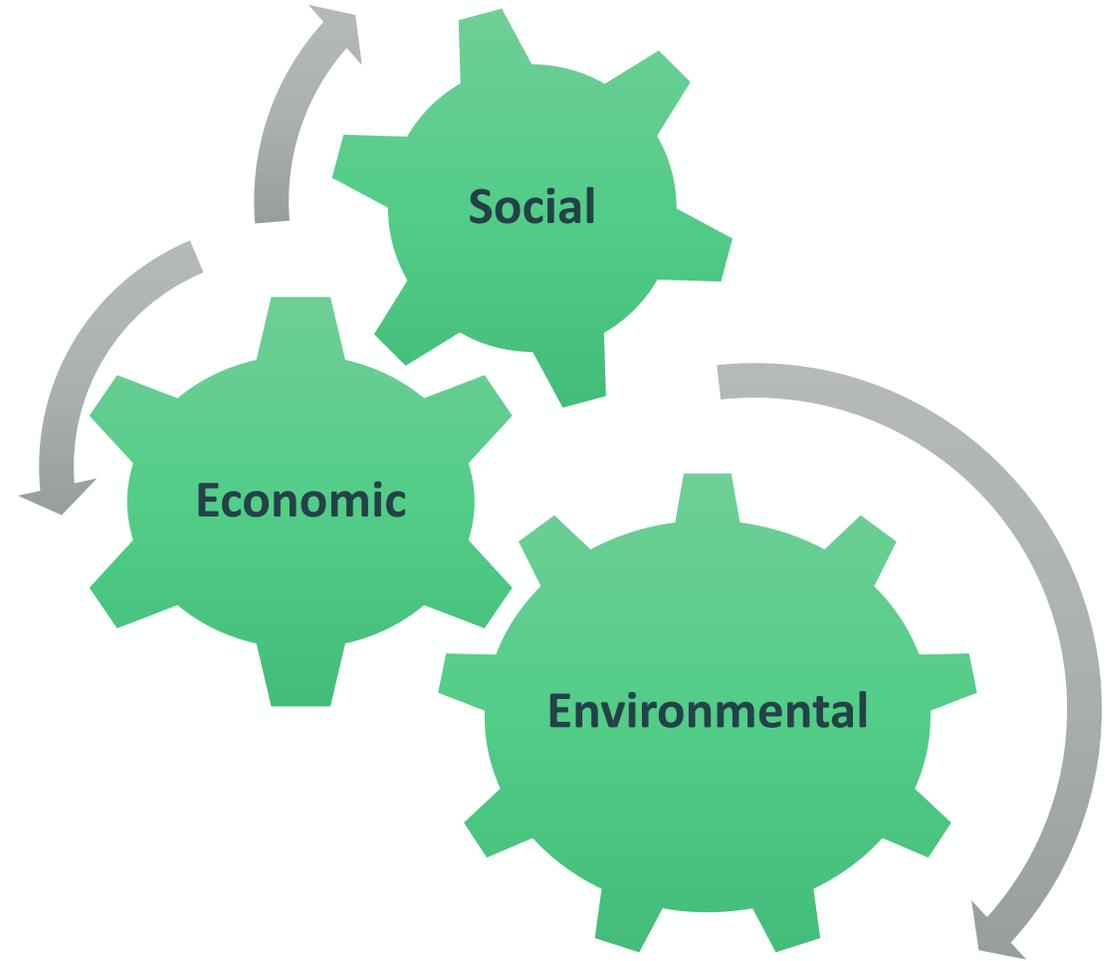
Jaione Agirre – TEKNIKER

# A sustainable SME in GreenSME initiative

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The **European Green Deal** seeks to transform the EU into a modern, resource-efficient and competitive economy.

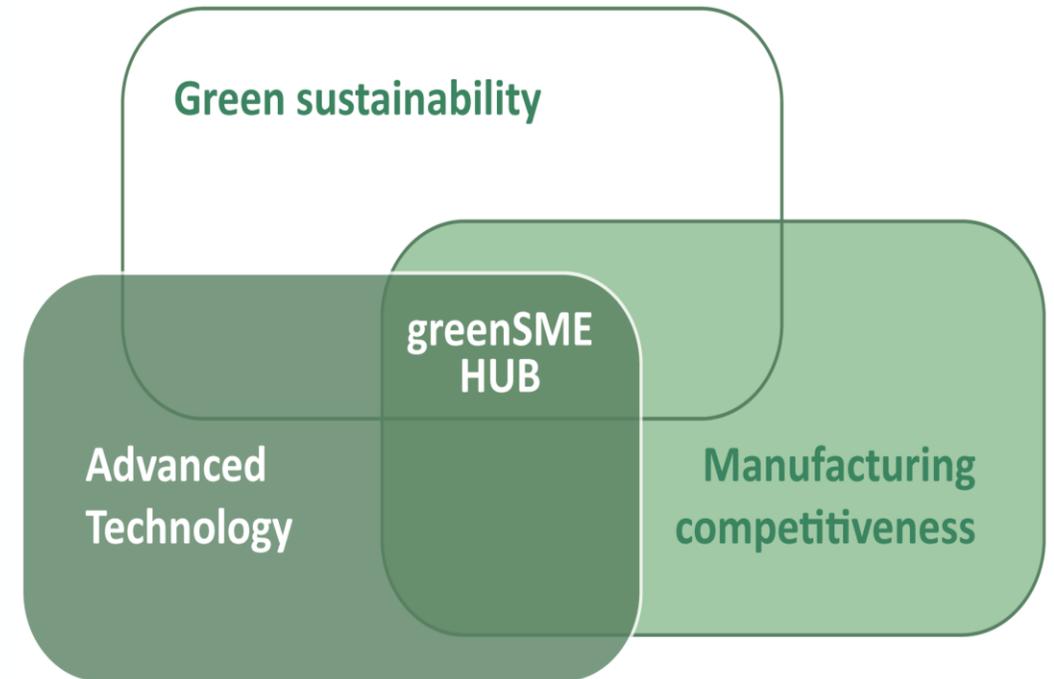
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# GreenSME vision

Our vision is to **strengthen SMEs** capacity for **advanced technologies adoption** to become competitive and climate neutral, starting from the **upskilling, and reskilling of workers** toward a sustainable EU manufacturing industry.

**Advanced technologies**, together with social science will be the driver for the required green and digital transformation.



# GreenSME HUB

- + Increase sustainability awareness
- + Bring together manufacturing industry ecosystem stakeholders
- + Promote and support sustainability projects

## TRAINING MATERIAL

### Learning session: Circular Economy

Welcome to the fifth GreenSME learning session! This learning session focuses on Circular Economy and is presented by CIM4.0 Enjoy! Learning Session Contents Two modules – each

[READ MORE »](#)

### Learning session: Industry 5.0

Welcome to the fourth GreenSME learning session! This learning session focuses on Industry 5.0 and is presented by CIM4.0 Enjoy! Learning Session Contents Two modules – each

[READ MORE »](#)

### Learning session: Sustainable business models

Welcome to the third GreenSME learning session! This learning session focuses on sustainable business models and is presented by Dr. Michael KohlGruber, TU Dortmund University Enjoy! Learning

[READ MORE »](#)

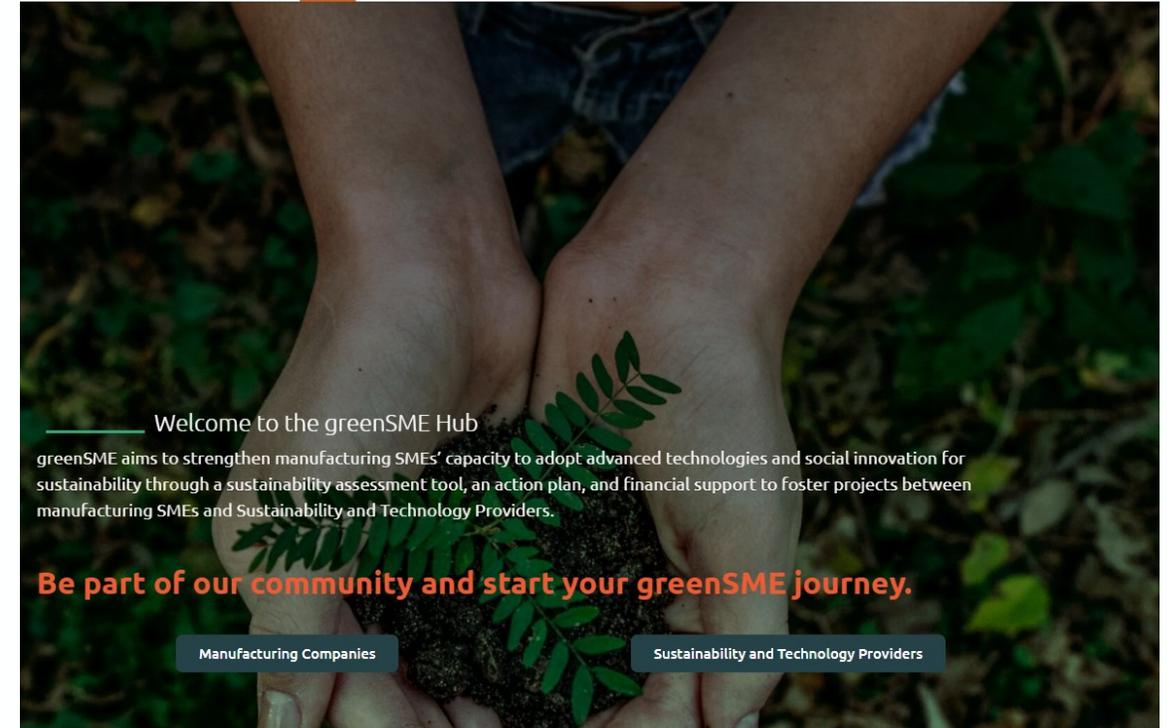
### The greenSME Sustainability Assessment Tool and ASAP definition method

The vision of greenSME is to strengthen SMEs' capacity for advanced technologies adoption to foster a manufacturing industry sustainability shift. This vision will be deployed

[READ MORE »](#)

[www.greenSMEHUB.eu](http://www.greenSMEHUB.eu)

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Welcome to the greenSME Hub

greenSME aims to strengthen manufacturing SMEs' capacity to adopt advanced technologies and social innovation for sustainability through a sustainability assessment tool, an action plan, and financial support to foster projects between manufacturing SMEs and Sustainability and Technology Providers.

**Be part of our community and start your greenSME journey.**

[Manufacturing Companies](#)

[Sustainability and Technology Providers](#)

# greenSME pathways

Manufacturing SMEs

  
1. Self-Assessment Tool



  
2. Action Plan



3. Match-making



  
4. Training opportunities



  
5. Open Call (with funding)

Sustainability & Technology Providers

  
1. Expression of Interest



  
2. Training with accreditation



3. Match-making



4. Training opportunities



5. Open Call (with funding)

# Open call

The open call will financially support manufacturing SMEs to implement the recommendations elaborated in their Advanced Sustainability Action Plan (ASAP) to become more sustainable, adaptable and resilient. **Total funding 3 million €.**

## 1 Open call (2023)

- ✓ 03/07 - 06/09/2023 | 27 projects submitted in the 1 open call
- ✓ 21 projects granted | Budget: 735,000 Euros
- ✓ KPI: 30% of targeted projects and funding budget

## 2 Open call (2024)

- ✓ Up to 64 sub-projects could be supported in the 2 open calls.



# Open call 2

Marco Mangiantini – MESAP

# Open Call #2 in a nutshell

**Objective:** financially support manufacturing SMEs to implement the recommendations elaborated in their Advanced Sustainability Action Plan (ASAP) to become more sustainable, adaptable and resilient. Manufacturing SMEs will have to collaborate with Accredited Sustainability and Technology Providers (S&T) who will help them implement the recommendations.



- The call #2 will dedicate a budget of 2.265 M Euros for supporting around 65 Manufacturing SMEs.
- + Financial support will be delivered through the agile lump sum mechanism

**Total funding available:** greenSME provides up to EUR 35 000 per project:

**Sustainability and Technology Provider(s) (max 2) – EUR 25 000**

**Manufacturing SME – EUR 10 000**

- Each SME (both S&T provider or manufacturing) may submit a maximum of 2 sub-project proposals to be supported by greenSME project. In the event that a participant in Open Call 2 has already obtained funding in Open Call 1, it may only submit one sub-project proposal in Open Call 2

# Manufacturing SMEs: pathway for financial support



**Step 1 Register in the HUB** (greenSME community) to become a member, access exclusive content and interact with peers **MANDATORY!**

**Step 2 Self-Assessment Tool (SAT)** to measure your sustainability performance by answering a questionnaire and discovering your score.

**Step 3 Action Plan (ASAP)** The SAT can already allow you to have the Sustainability Action Plan, compulsory for participating in the Call. However, you can get support from our **experts** to elaborate an Advanced Sustainability Action Plan and plan your long-term sustainable operations.

**Step 4 Matchmaking** Search for sustainability and technology providers to support your green journey.

**Step 5 Open call** Pair with one or two S&T providers and apply for funding to implement part of your action plan (step 3).



# Sustainability Assessment

greenSME

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Start your journey today

## Self-Assessment Form

Step 3 of 4 - 75%

**43. Does your company collect data for the Life Cycle Assessment (i.e. energy, materials, water, waste)?\***

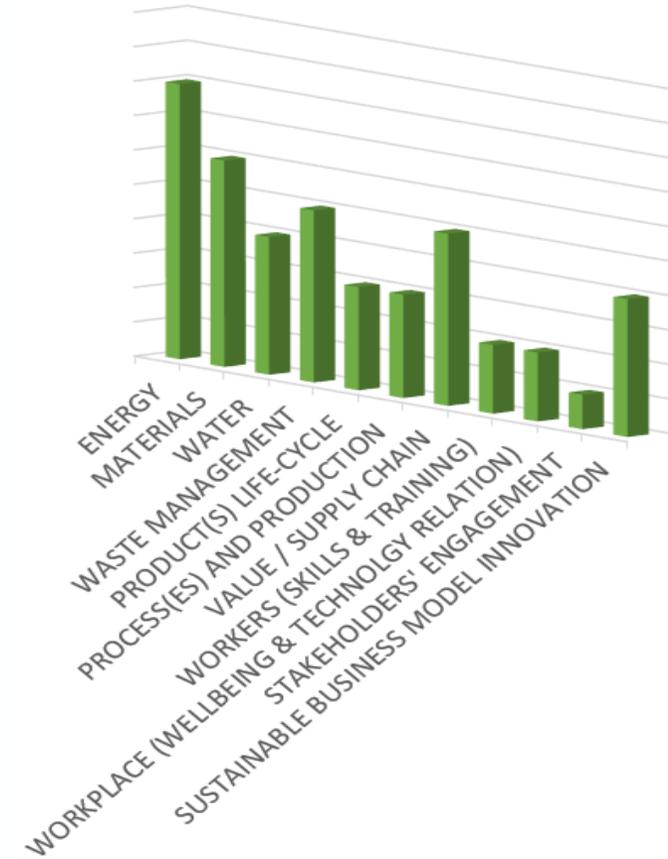
No  
 Yes, with human intervention  
 Yes, fully automated data integration  
 In progress

**Advanced Technologies Knowledge**

**44. Does your company use any of the following Advanced Technologies?\***

	No	Yes	Planning to use it	No, but would consider using it
Advanced Manufacturing Technology	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Big Data	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Industrial Biotechnology	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Nanotechnology	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Advanced Materials	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Artificial Intelligence (AI)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Augmented/Virtual Reality (AR/VR)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Blockchain	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Cloud Computing	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Connectivity	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

## SA REPORT HOTSPOTS



# S&T providers: role & EoI

The **S&T providers will support** the Manufacturing SME towards their pathway to sustainability: greenSME launched an **Expression of Interest (EoI)** with the goal of collecting and accrediting the best suited Sustainability and Technology Providers.

**Step 1 Register in the HUB** (greenSME community) to become a member, access exclusive content and interact with peers.

**Step 2 Expression of interest (EoI)** Submit your Expression of Interest to become greenSME sustainability and technology provider and integrate a list of Providers to support manufacturing SMEs in their pathway to sustainability.

**Step 3 Training with accreditation** Learn about the greenSME approach to sustainability and answer a quiz to become an accredited provider

**Step 4 Match-making** Dive into a pool of manufacturing SMEs and offer your services to support them in their green journey.

**Step 5 Open call** Pair will



# Open call #2 timeline



<b>KEY DATES FOR GREENSME #1 OPEN CALL OF PROPOSALS</b>	
<b>Launch of the 2nd Open Call</b>	<b>15/05/2024</b>
<b>Deadline of the 2nd Open Call</b>	<b>31/07/2024, 17:00 CEST</b>
<b>Evaluation of the applications*</b>	<b>05/08/2024 – 30/09/2024</b>
<b>Announcement of the final beneficiaries*</b>	<b>07/10/2024 – 11/10/2024</b>
<b>Contracting procedure of the Subgrant Agreements*</b>	<b>14/10/2024 – 31/10/2024</b>
<b>Start date of sub-projects*</b>	<b>01/11/2024</b>

\* Tentative dates

# Domains & services

The proposal should address **the main challenges faced by manufacturing SMEs** strengthening their capacity to adopt advanced technologies and/or social innovation and/or sustainability expertise to become competitive and climate neutral.

## Type of activity eligible for funding

- Feasibility study
- Prototyping
- Pilot testing
- Demonstrating
- Use testing facilities
- Testing IT solutions
- Consultancy
- Coaching

- **Advanced Technologies**

<b>Advanced Manufacturing Technology</b>
<b>Advanced Materials</b>
<b>Artificial Intelligence</b>
<b>Augmented/Virtual Reality</b>
<b>Big Data</b>
<b>Blockchain</b>
<b>Connectivity</b>
<b>Cloud computing</b>
<b>Industrial Biotechnology</b>
<b>Internet of Things (IoT)</b>
<b>Micro- and Nanoelectronics</b>
<b>Mobility</b>
<b>Nanotechnology</b>
<b>Photonics</b>
<b>Robotics</b>
<b>Security</b>

- **Social Innovation**

<b>Business Models</b>
<b>Business Processes</b>
<b>Workers' Skills</b>
<b>Leadership</b>
<b>Collaborative Partnerships</b>

- **Environment**

<b>Resources</b>
<b>Environmental life cycle</b>
<b>Carbon Footprint</b>



# Eligibility criteria (A)

The greenSME Open Call is addressed to SME applicants belonging to the manufacturing industry, supported by accredited Sustainability and Technology Providers.



- *Manufacturing SMEs:* companies defined as **SMEs** according to the EU recommendation 2003/361, established in one of the Horizon Europe eligible Countries, **and having the NACE code (primary or secondary) classified under the category C. Only the manufacturing SMEs that have fulfilled a greenSME sustainability assessment (SAT) and developed the Action Plan (ASAP)** will be eligible to apply for financial support.
- *Sustainability and Technology Providers:* companies defined as **SMEs** according to the EU recommendation 2003/361, established in one of the Horizon Europe eligible Countries, having been accredited by greenSME as Sustainability & Technology Providers

## ***BUDGET FIT*** The grant for each project is EUR 35 000 (Lump Sum)

- For each project:
  - **The manufacturing SME will receive a grant up to EUR 10 000**
  - **The Sustainability & Technology Provider(s) (max 2) will receive an overall grant of EUR 25 000.** If there is more than one sustainability and technology provider in the proposal, the proposal must describe how the total amount of the funding devoted to providers will be shared between providers: in this situation, the minimum allowed amount of the funding for each provider is EUR 7 500.
- **No co-financing is required from the applicant(s).**

# Eligibility criteria (B)



## SUSTAINABILITY ASSESSMENT: **MANDATORY!**

- The manufacturing company **must** have fulfilled a greenSME sustainability assessment (SAT) and developed the Action Plan (ASAP) according to the following deadlines:

SAT development	To be requested by 01/07/2024, 17:00 CEST	after this date, no further self-assessment can be submitted on the platform, but the SAT reports and ASAPs without Workshop will be produced.
ASAP with workshop	To be requested by 24/06/2024, 17:00 CEST	after this date, only ASAP without Workshop can be requested

- The Sustainable and Technology Providers must be part of the list of accredited providers
- The Sustainable and Technology Providers must be registered in the greenSME hub (<https://greensmehub.eu/register/>)

## ABSENCE OF CONFLICT

Applicants shall not have any actual or/and potential conflict of interest with the greenSME selection process and during the whole project. All cases of conflict of interest will be assessed case by case. Applicants cannot be greenSME Consortium partners, affiliated entities, or their employees or co-operators under a contractual agreement.

<https://greensmehub.eu/wp-content/uploads/2023/03/greenSME-EoI-SustainabilityTechnologyProviders.pdf>



All the participants [**manufacturing SMEs and Sustainability & Technology Providers**] must be established in one of the eligible countries, i.e.:

- a. the Member States of the European Union, including their outmost regions;
- b. the Overseas Countries and Territories (OCTs) linked to the Member States; and
- c. third countries associated with Horizon Europe.

Entities from Overseas Countries and Territories (OCTs) are eligible for funding under the same conditions as entities from the Member States to which the OCT in question is linked.

>> see the [Horizon Europe Programme Guide](#) for a complete list of OCTs

>> see the [List of Participating Countries in Horizon Europe](#) for an up-to-date list of countries with which the association agreements have started to produce legal effects (either through provisional application or their entry into force).

# Application form

**The submission will be managed by the partner acting as Sustainable and Technology Provider** (in case of two Providers, only one of the two will be the main applicant) that will submit the proposal electronically using the F6S Platform.



The **F6S platform** is the sole entry point for all application submissions to the greenSME Open Call. The access can be made using one of the following links:

<https://greensmehub.eu/open-calls/>  
<https://www.f6s.com/greensme-open-call-2/apply>

Submissions received by any other channel will be automatically discarded.

- The F6S platform will **be the only credited channel** for submitting proposals.
- After the deadline, no late submissions will be accepted.
- Once the proposal has been submitted, the application cannot be modified.
- At the application stage, the proposals must provide for an **activity duration of 6 months**

# What documents should be filled in?

1. Fill in all the fields of the electronic application form in **English language** on the **F6S platform**
  - **Excellence** (*This section provides information about the challenge(s) related to the Manufacturing SME's sustainability transition, the proposed solution (service(s)) to be implemented in the project, **the coherence with the ASAP suggestions** and the extent to which the proposed solution is ambitious in relation to the grant value ("value for money")*)
  - **Impact** (*This section provides information about the impact of the project on the manufacturing SME's sustainability and competitiveness. It demonstrates how the project outputs and the project results will contribute to the SME's sustainability transition in terms of technology implementation, and expected indicators in the field of social and/or environmental and/or economic sustainability.*)
  - **Implementation** (*This section provides information about the concrete actions (approach, methodology) necessary to implement the proposed solution (service(s)), including resources to be engaged by the SME and the Sustainability/Technology Provider, within the project time frame*)
2. Fill Annex 1 (SME Self Declaration) – Digitally signed
3. Fill Annex 2 (Tables with impact, activities, risks and team). NB: **KPIs are important**
4. Upload the ASAP

Submit the filled application with all related annexes on the F6S platform by 31/07/2024, 17:00 CEST



# Qualified signatures

greenSME will use exclusively digital and **qualified electronic signatures in all documents** included in the proposal and in the subsequent Subgrant Agreements.

- **A qualified electronic signature** is an advanced electronic signature which is additionally: created by a qualified signature creation device (QSCD); and is based on a qualified certificate for electronic signatures.
- **A digital signature** refers to a mathematical and cryptographic concept that is widely used to provide concrete and practical instances of electronic signature.



**NB. Scanned Wet Signatures are not considered eligible.**

Applicants may use any Digital Signature Services that support qualified digital signatures.

The **European Commission proposes a demo of DSS (Digital Signature Services)**, a tool enabling, among other features, the signature of documents.

> More information about qualified digital signatures is available [here](#).

# Electronic Submission: follow the steps

The proposal is submitted in a single stage through the **online platform**, following the indicated steps:

1. LOGIN the F6S platform.
2. ACCESS the online application form and fill the questions at: <https://www.f6s.com/greensme-open-call-2/apply>
3. READ and ACCEPT the Terms and Conditions
4. **Each partner must UPLOAD the compulsory Annex 1 as a PDF file.** This document should be signed with a qualified electronic signature
5. **UPLOAD the compulsory Annex 2 as a PDF file.**
6. **UPLOAD the ASAP**
7. **SUBMIT - Once the Proposal is completed, click “Connect with ....”**

>> Once submitted, the application cannot be modified.

It is highly recommended to submit your proposal *well in advance of the deadline*.

Failure to submit the proposal on time, for any reason is not acceptable as an extenuating circumstance.

The time of receipt of the proposal as recorded by the **submission system will be definitive**.

An acknowledgement of receipt will be sent out via email to all successfully submitted proposals soon after the Call closes. However, this receipt will not be proof that the Proposal is eligible for evaluation.



The **proposal reception will close at 17:00 CEST on 31 July 2024**. The deadline of the Open Call will not be extended unless a major problem with the platform makes the system unavailable. Late submissions will not be possible, since the application form will be automatically disabled.



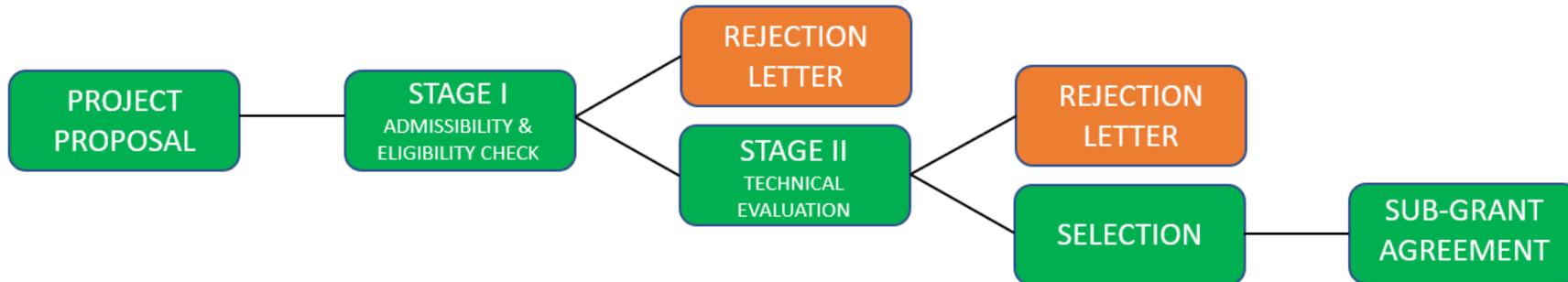
# Evaluation & selection



A full list of applicants will be prepared containing their basic information for statistical purposes and clarity, which will be also shared with EC for transparency.

The evaluation is expected to take place within two months after the Call closes.

The evaluation process will be transparent, fair and equal to all applicants and is further described below.



# Eligibility check: stage I + stage II

The **Eligibility check** will be performed internally by consortium members according to the open call rules. Project proposals not meeting the **admissibility** and eligibility criteria will be directly discarded.



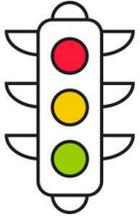
All proposals that pass the eligibility check will be evaluated by external experts. Two external independent experts will evaluate each proposal according to the following criteria: **excellence, impact, and implementation**, with the following score system:

CRITERIA	Score range	Threshold
Excellence	(0-15)	10
Impact	(0-15)	10
Implementation	(0-15)	10
Overall score	max: 45	30

<b>EXCELLENCE</b>	Soundness and pertinence of the project goals with the scope of the call Credibility of the targeted technological, social, environmental KPIs to measure the results. Concreteness of the technical approach and the methodology
<b>IMPACT</b>	Contribute to a significant improvement of SME' sustainability and competitiveness. Credibility of targeted KPIs.
<b>IMPLEMENTATION</b>	Soundness of the work plan, including relevance of the tasks, timing of the activities and of the proposed Team.

The thresholds and the weighting for each section are defined in order to have coherent evaluations that represent the basis to develop properly the projects and reach the KPIs. The project will also guaranty transparency and equal opportunities throughout the whole process.

## EXCELLENCE, IMPACT, IMPLEMENTATION can be marked each from 0 to 15:



- **0** The proposal fails to address the criterion or cannot be assessed due to missing or incomplete information.
  - **1-5** **Poor.** The criterion is inadequately addressed, or there are serious inherent weaknesses.
  - **6-9** **Fair.** The proposal broadly addresses the criterion, but there are significant weaknesses.
  - **10-12** **Good.** The proposal addresses the criterion well, but a number of shortcomings are present.
  - **13-14** **Very Good.** The proposal addresses the criterion very well, but a small number of shortcomings are present.
  - **15** **Excellent.** The proposal successfully addresses all relevant aspects of the criterion. Any shortcomings are minor.
- 
- The final mark given to each criterion will be the average of the scores given by the two evaluators.
  - To be successful, proposals shall score at **least 10/15 in the Excellence, Impact and Implementation criteria, and have an overall score of at least 30 points.**
  - **No negotiation will be made.**
  - Proposal applicants will be informed whether their proposal is ineligible or scored below threshold by the Evaluation Panel, while proposals above the threshold will be also informed. After solving out any redress procedures open by applicants, the list of highest scored proposals selected will be informed of the decision.
  - Successful proposals (i.e., above threshold) will be funded in descending order until the available sum for each call is totally assigned: the ranking of the proposals will be generated according to the highest obtained scores





**In case two applications have identical scores** following the technical evaluation process, and they are on the verge of the shortlist line, the evaluation criteria are listed below in order of importance and considering the spare budget fit:

- The one which obtains the highest score in the Impact category will prevail.
- The one which obtains the highest score in the Excellence category will prevail.
- The one submitted first will prevail (according to the day/hour of the submission).

Following the evaluation, **the applicants will be informed via the F6S platform**, and the evaluation results will be sent to the main applicant's e-mail address associated with the application.  
greenSME will announce the winners on the project webpage and social media accounts.

**>>** A reserve list will be kept as substitutes in case any awarded project withdraws or does not provide the Subgrant data or complete the Subgrant signatures with qualified electronic signatures in the given timeframe (without an acceptable reason).

# Contracting procedure & requirements



- The winning consortia will start the contracting procedure, to be finalised **no later than one month from the formal notification of the final evaluation result.**
- Before signing the Subgrant Agreement (S-GA), each awarded SME must provide documentary evidence to be checked in detail regarding eligibility conditions such as SME status and field of activity.
- **Only after this step greenSME will publicly display the winners on the project webpage and social media accounts.**
- After the validation of the documentary evidence, the S-GA will be signed with qualified electronic signatures for each project between the greenSME consortium represented by the coordinator (TEKNIKER) and all applicant(s)/partner(s) entitled to receive EU grants, to be considered hereafter *Subgrantees*. The S-GA will cover the implementation period of the sub-project of 6 months with some obligations exceeding the implementation period as the selected entities are receiving European Commission funding.
- **A Consortium Agreement should also be concluded between the project partners.**
- The payment for the services/experiments will be linked to the accomplishment and approval by the greenSME Consortium of the defined KPIs and deliverables. Transfer of the awarded financial contribution will be given in two batches, based on KPIs, milestones and results validated after the submission of an interim report (50% payment after the first three months to the accredited S&T provider(s)) and a final report (50% final payment to the accredited S&T provider(s); and 100% of the final amount to the manufacturing SME), following the Working Plan described in the winning proposal.



The communication between greenSME and awarded beneficiaries will be done via the F6S.

The associated e-mail address used for the greenSME Open Call application will be used for e-mailing about the project.

After collecting the Subgrant Data, including the contact details of the contact persons of project partners, the correspondence will also include these e-mails.

The awarded projects are requested to provide the following documentation before the signature of the Subgrant Agreement:

1. SME Self Declaration (required from each SME partner of the proposal)
2. Proof of bank accounts of all SME partners requesting grants under greenSME.
3. Legal Status and Location (Establishment/Registration Country for all project partners, i.e. Commerce Registration Copy or equivalent).
4. Field of Activity, i.e. certificate of activity or equivalent from all partners **(for manufacturers)**
5. Tax registration certificate from all partners



The **greenSME** project will establish the following mechanisms to monitor progress of service developments:

- Monitoring activities will be carried out by greenSME's partners, based on their GA resource availability, the geographical proximity of the winners and the specific competences.
- **All the awarded projects will have two milestones (Month 3 and Month 6)**, in which they have to produce an activity report that will highlight the state of play of the project, the results and the achievement of the proposed KPIs.
- **greenSME assigns one monitor per project.** The monitor will review the reports and assess whether they deserve to have the estimated funding.

# OPEN CALL 2 ONLINE EVENTS

- **Webinar** | 15 May 2024 - 11:00 CEST
- **Q&A session 1** | 28 May 2024 - 11:00 CEST
- **Q&A session 2** | 11 June 2024 - 11:00 CEST
- **Q&A session 3** | 02 July 2024 - 11:00 CEST
- **Q&A session 4** | 16 July 2024 - 11:00 CEST

JOIN US



**Open Call 2 Deadline**  
**31 July 2024, 17:00 CEST**

  **Funded by  
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