



Single Market Programme (SMP COSME)

Call for proposals

Erasmus for Young Entrepreneurs - junior call
(SMP-COSME-2024-EYEJR)

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EUROPEAN INNOVATION COUNCIL AND SMEs EXECUTIVE AGENCY (EISMEA)

Innovation ecosystems, SMP/Entrepreneurship and Consumers
SMP/ SME Pillar, Internal Market and Support to Standardisation

CALL FOR PROPOSALS

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0. Introduction

This is a call for proposals for EU **action grants** under the Competitiveness of Enterprises and SMEs strand of the **Single Market Programme (SMP COSME)**.

The regulatory framework for this EU Funding Programme is set out in:

- Regulation 2018/1046 ([EU Financial Regulation](#))
- the basic act (SMP Regulation [2021/690](#)¹).

The call is launched in accordance with the 2024-27 SMP Work Programme² and will be managed by the **European Innovation Council and SMEs Executive Agency (EISMEA)** ('Agency').

The call covers the following **topic**:

SMP-COSME-2024-EYEJR-01— Erasmus for Young Entrepreneurs - junior call

Applicants cannot submit more than one proposal under this call. **Applicants may not participate in several proposals.** Nevertheless, if this happens, the respective organisation will be excluded from all the proposals it applied. The respective consortia affected by the exclusion of (a) partner(s) must still fulfil all eligibility criteria as stipulated in section 6 to be considered eligible.

We invite you to read the **call documentation** carefully, and in particular this Call Document, the Model Grant Agreement, the [EU Funding & Tenders Portal Online Manual](#) and the [EU Grants AGA – Annotated Grant Agreement](#).

These documents provide clarifications and answers to questions you may have when preparing your application:

- the [Call Document](#) outlines the:
 - background, objectives, scope, activities that can be funded and the expected results (sections 1 and 2)
 - timetable and available budget (sections 3 and 4)
 - admissibility and eligibility conditions (including mandatory documents; sections 5 and 6)
 - criteria for financial and operational capacity and exclusion (section 7)
 - evaluation and award procedure (section 8)
 - award criteria (section 9)
 - legal and financial set-up of the Grant Agreements (section 10)
 - how to submit an application (section 11)

¹ Regulation (EU) 2021/690 of the European Parliament and of the Council of 28 April 2021 establishing a programme for the internal market, competitiveness of enterprises, including small and medium-sized enterprises, the area of plants, animals, food and feed, and European statistics (Single Market Programme) (OJ L 153, 3.5.2021, p. 1).

² Annex 2 to the Commission Implementing Decision C(2023) 8926 final of 21.12.2023 on the financing of the Programme for the internal market, competitiveness of enterprises, including small and medium sized enterprises, the area of plants, animals, food and feed and European Statistics and the adoption of the work programme for 2024-2027.

- the [Online Manual](#) outlines the:
 - procedures to register and submit proposals online via the EU Funding & Tenders Portal ('Portal')
 - recommendations for the preparation of the application
- the [AGA — Annotated Grant Agreement](#) contains:
 - detailed annotations on all the provisions in the Grant Agreement you will have to sign in order to obtain the grant (*including cost eligibility, payment schedule, accessory obligations, etc*).

You are also encouraged to visit the [EISMEA](#) website to consult the list of projects funded previously.

1. Background

Small and medium-sized enterprises (SME) play a crucial role in the European economy. The European Commission has been supporting their capacity to prosper through several initiatives, in particular the SME Strategy³, the Industrial Strategy and its update⁴, and the SME Relief Package⁵. Whilst SMEs are considered crucial engines for growth and job creation, their competitiveness is affected by a limited exploitation of international opportunities and innovation prospects in the Single Market and beyond.

Since its launch in 2009, the Erasmus for Young Entrepreneurs programme has played an important role in this regard. The programme facilitates the exchange of knowledge and experience between European SME owners providing them with first-hand experience on how to start, grow and innovate their business. It facilitates cross-border matching of new and aspiring entrepreneurs with experienced host entrepreneurs. By doing so, it supports new entrepreneurs to improve their ability to develop their entrepreneurial know-how, skills and attitudes and to improve their technological capacity and enterprise management.

Since 2009, more than 22.000 entrepreneurs participated in this programme and over 90% of them evaluated their experience as successful⁶.

More recently, in 2017, the European Parliament proposed a pilot project to test the geographical extension of the EYE programme to countries outside Europe: USA (New York State, California), Canada (Ontario, Quebec, British Columbia), Israel, South Korea, Singapore and Taiwan.

2. Objectives — Themes and priorities — Activities that can be funded — Expected impact

Objectives

Erasmus for Young Entrepreneurs is a cross-border exchange programme which gives new or aspiring entrepreneurs the chance to learn from experienced entrepreneurs running small businesses in other participating countries, while giving experienced entrepreneurs access to innovative ideas and new partner markets. The list of

³ COM(2020) 103 final of 10.03.2020 Communication from the Commission to the European Parliament, the Council, the European Economic and Social Committee and the Committee of the Regions - 'An SME Strategy for a sustainable and digital Europe'.

⁴ [European industrial strategy - European Commission \(europa.eu\)](#)

⁵ [Unleashing the Potential of Europe's Small Businesses - European Commission \(europa.eu\)](#)

⁶ Data gathered by the European Commission through the EYE programme IT Tool.

participating countries is available in the Erasmus for Young Entrepreneurs **Implementation Manual for Intermediary Organisations** (Quality Manual – see *Annex*)⁷. It includes all EU Member States, SMP Associated Countries, as well as Canada, Singapore, UK and USA (defined as non-SMP countries)⁸.

The *general objective* of the Erasmus for Young Entrepreneurs programme is to enhance entrepreneurship, including potential start-up entrepreneurs, develop international perspectives and partnerships, and foster the innovative capacities of SMEs. It thereby supports the competitiveness of European SMEs.

The *purpose* of this call for proposals is to select Intermediary Organisations (IOs) to implement the Erasmus for Young Entrepreneurs programme at local level. They will in particular recruit the entrepreneurs and assist them to benefit from the programme. This call for proposals will therefore support actions of organisations enhancing and facilitating the exchanges between new and host entrepreneurs.

The call is not targeted directly at entrepreneurs willing to participate in an EYE exchange. Interested entrepreneurs must contact the [selected IOs](#) currently implementing the programme.

The *specific objectives* of this call for proposals are:

1. To provide **on-the-job-training**⁹ for new entrepreneurs from SMP participating countries with established host entrepreneurs in small and medium-sized enterprises abroad in the participating countries in order to facilitate a successful start-up, and development of their business ideas;
2. To foster **sharing of experience** and information between entrepreneurs on the obstacles and challenges of starting up and developing their businesses;
3. To enhance **market access** and identification of **potential partners** for new and established entrepreneurs in other participating countries.
4. To support **networking** between entrepreneurs from different participating countries by building on knowledge and experience.
5. To **contribute to** fostering the creation of sustainable, digital and resilient businesses¹⁰.

The Intermediary Organisations will aspire to high quality standards to deliver the following expected outputs for this call for proposals:

- Further **develop a network** of new entrepreneurs (NEs), host entrepreneurs (HEs) and Intermediary Organisations (IOs)

⁷ **Quality manual**, version 9.14 is an **essential guidance document** published together with this call for proposals and valid for all beneficiaries funded under this call – throughout the entire project duration, unless changed by the contracting authority. It contains the amounts of financial assistance to new entrepreneurs (per country of destination).

⁸ In the case of non-SMP countries, the EYE programme gives the possibility to new or aspiring entrepreneurs from SMP countries to exchange with a host entrepreneur based in non-SMP countries but not the opposite (i.e., new or aspiring entrepreneurs from non-SMP countries are not eligible to participate in the programme).

⁹ 'On the job training' can include first-hand experience on how to start, grow and innovate a business, develop entrepreneurial know-how, skills and attitudes, and improve technological capacity and enterprise management.

¹⁰ In line with the objectives of the [EU's Industrial Strategy for a globally competitive, green and digital Europe](#).

- Enabling ***new entrepreneurs to work alongside and learn from a host entrepreneur*** in another participating country, thus facilitating the matching between new and established entrepreneurs across borders
- Support the creation of ***new businesses***, joint ventures and spin-off companies and foster cross-border business cooperation
- Enhancing the ***international activities and innovation potential of host entrepreneurs***

The Intermediary Organisations (IOs) will act as Local Contact Points for the implementation of the programme. They will be required to cooperate with all other organisations and authorities involved in the exchange programme, enabling new and host entrepreneurs to take part in the planned exchange. They will receive support from the existing Support Office (SO), which helps with the coordination and management of the programme.

The IOs will help new entrepreneurs from SMP participating countries enrich their experience, deepen their knowledge and expand their network by spending periods in enterprises run by experienced entrepreneurs in other participating countries. At the same time, the IOs will also help experienced entrepreneurs find a suitable new entrepreneur to match with in order to get fresh ideas, innovative skills and access to new markets and new networking opportunities.

This is to be done in line with the programme implementing methods as stipulated in the **Quality Manual** – Annex to this call - which includes information on the IT management tool database¹¹.

Themes and priorities (scope)

Proposals must focus on **matching new with host entrepreneurs**. Entrepreneurs from any economic sector are welcome to participate, a priori. The eligibility criteria for new and host entrepreneurs as stipulated in the "Quality Manual" have to be respected.

For this call for proposals, **specific targets** are required:

- Proposals must indicate the number of entrepreneurs involved in successful relationships (exchanges). This is the core key performance indicator to be monitored in the course of project implementation. The minimum required is stipulated in section 2, and therein under *Expected results at individual project level*, and the targets per project partner/affiliated entity, including the coordinator, must be specified.
- Proposals must indicate the number per specific entrepreneur target group compared to the overall proposal target as shown in the Annex 5 – a mandatory annex to be submitted with the proposal submission template.

Applicants must also include an approximate number of entrepreneurs to be recruited per target group (compulsory and optional target groups, see below).

The proposal should also indicate how this specific target will be achieved.

¹¹ The **Erasmus for Young Entrepreneurs IT tool** is to be used by all selected Intermediary Organisations in order to manage registration and matching of entrepreneurs as well as execution of the relationship process between new and host entrepreneurs. Every Intermediary Organisation implementing EYE projects will have access to this tool. Further details are available in the above mentioned "Quality Manual".

For instance, if a proposal wishes to recruit new entrepreneurs to be matched to non-SMP countries, it **must** include:

- an approximate number of those entrepreneurs to be matched
- an approximate number of entrepreneurs recruited for this purpose, and
- a narrative how to achieve this.

This data must be filled in the Application Form – Part B – Annex 5.

The following rules apply:

(a) Compulsory target groups:

Proposals shall include in their target groups entrepreneurs who propose “**sustainable/green**” and “**digital**” **business models**.

Proposals shall also aim at ensuring a **gender balance** of recruited entrepreneurs (female entrepreneurs), both new and hosts.

(b) Optional target groups:

Proposals **may** also suggest an indicative target of entrepreneurs from **underrepresented** countries to be matched.¹²

Proposals **may** also match new entrepreneurs from SMP participating countries to established entrepreneurs in **non-SMP countries** (Canada, Singapore, UK, and USA).

Activities that can be funded (scope)

In order to achieve the above-mentioned objectives, the IOs have to implement the below mentioned activities.

The activities to be implemented under this call for proposals, including the rules to be respected and procedures to follow, are further detailed in the *Quality Manual (see Annex to the call conditions)*. The document thoroughly describes the activities to be performed by Intermediary Organisations: it includes the eligibility criteria of entrepreneurs, the procedures for registration of entrepreneurs to the programme and building of relationships, as well as the responsibilities of the different actors involved, including deadlines to be respected. It also outlines the roles of the Support Office¹³, the European Commission and the EISMEA.

Under this call for proposals, an **optional new Work Package 5** is introduced that must be included by applicants that intend to match host entrepreneurs from non-SMP destinations (Canada, Singapore, UK, USA) with European new entrepreneurs.

¹² “Underrepresented” countries are Norway (new country in the programme), Turkey, Republic of Moldova, France, Finland, Germany, Poland, Sweden. These countries have been identified based on statistical data looking at the total number of entrepreneurs per capita participating in the programme since the beginning including recent years.

¹³ The role of the Support Office is to ensure coordination and coherence of activities handled by the IOs. It helps them to develop high quality exchanges of entrepreneurs. Its main tasks are to promote the programme at EU and European level, to provide guidance and support to IOs, especially in daily operations, monitor activities of the Intermediary Organisations, manage the central website, develop training material and foster networking/cooperation among the IOs.

As a minimum requirement, the applicants' proposals are expected to describe the following activities in detail, in accordance with the provisions of the Quality Manual (see *Annex to the call conditions*):

Work Packages (WPs)¹⁴:

| | | |
|------|---|--|
| WP 1 | Management of the programme, networking and reporting | (h) management, quality control and evaluation (i) active networking 1) cooperation with EYE network 2) specific networking activities ¹⁵ (including alumni activities) (j) reporting (including on impact) |
| WP 2 | Promotion of the programme and recruitment of entrepreneurs | (a) promotion of the programme (subcontracting allowed) (b) enrolment of entrepreneurs (no subcontracting allowed) |
| WP 3 | Relationships building | (c) assessing applications from NEs and HEs and assuring only eligible professionals are accepted (d) building quality relationships |
| WP 4 | Relationships management | (e) management of grant agreements with new entrepreneurs, commitments and financial assistance (f) preparation of the exchange and contributing to its successful completion (g) follow up of the exchanges, including induction training and after |

¹⁴ Efforts: This reference is about the average efforts (in person-days) applicants should consider when submitting a proposal. Figures provided are based on (average) programme statistics gathered from the implementation of previous EYE projects and are provided for both experienced and unexperienced Intermediary Organisations in the EYE implementation, meaning for **matches organised within Europe**. Those statistics are meant to provide applicants with some guidance on how to plan for a realistic proposal. Unexperienced EYE applicants: 12 person-days in total (all WPs) in order to match one entrepreneur. Experienced EYE beneficiaries: 8-9 person-days in total (all WPs) in order match one entrepreneur. As regards average efforts required to match European new entrepreneurs to host entrepreneurs **outside Europe**, statistics from the previous pilot project and preparatory action "EYE global" suggest to plan up to 15 person-days in total (all WPs) to match one new entrepreneur. Applicants should be aware that this requires efforts both by the HIO and the local "entities" in the non-SMP destinations.

¹⁵ The programme has made available channels for networking to both IOs and Alumni entrepreneurs. Project activities should contribute to the EU level alumni "strategy" and tools available at the programme website. The key alumni activities are contributing to a contact hub for new and host entrepreneurs, promoting and contributing to the growing network of Alumni ambassadors, and supporting Alumni participation in the Alumni matchmaking events, approximately 1-2 per year, organised at EU level. Beyond that, the above action alumni action pillars might be further developed at EU level. Applicants should define their own alumni activities which must be compatible with the EU level strategy. <https://www.erasmus-entrepreneurs.eu/alumni>.

| | | |
|--------------------|--|--|
| | | care |
| WP 5 (Optional) | Only for host entrepreneurs from non-SMP destinations (UK, Canada, USA, Singapore) matched to European new entrepreneurs | <p>Activities a) to i) applicable</p> <p>Active engagement of local entities is considered essential to achieve matches in these destinations. Activities necessary to match non-SMP country HEs to European NEs and to ensure a proper follow-up can be outsourced.¹⁶</p> <p>This excludes the project management/quality control as defined in task h) and any activity which requires direct access to the EYE IT tool.</p> <p>Subcontracting is allowed.</p> |

a) Promotion of the programme¹⁷

Applicants must describe the proposed communication and promotion measures to effectively raise awareness, disseminate information on the exchange scheme and reach out to as many potential candidates as possible, including entrepreneurs in underrepresented countries. Communication activities must in particular target relevant business organisations and other bodies supporting businesses and start-ups, as well as other target audiences as appropriate and include relations with media. Applicants must demonstrate that they have appropriate access to entrepreneurs.

This should incorporate the regular use of cost-effective external communication, including social media and online tools as well as organising and speaking at events. Communication partnerships, for example with the media, representative organisations with a wide reach into the entrepreneurs community or with organisations in charge of important events for entrepreneurs, such as large trade fairs, are also encouraged.

Success stories are a powerful communication tool to share and interpret experiences, inspire and engage others, and make the best use of the EYE programme. Furthermore, stories promote and increase the visibility of the programme towards the stakeholders and the public.

Collection of solid and validated examples of good stories that demonstrates the impact of the EYE programme is part of Deliverables. The aim is to leverage these success stories as powerful promotional tools, effectively influencing and engaging the target audience. They will be collected by the Agency for further publication and

¹⁶ The pilot project and preparatory action "EYE global" have shown that collaboration arrangements with local business support organisations in the non-SMP destinations can be an effective tool for the WP5 activities. In their methodology, as part of the proposal, applicants should explain how these arrangements will help local partners' activities.

¹⁷ The programme activities are listed in order of usual workflow starting with the promotion of the programme and enrolment of entrepreneurs and ending with reporting.

promotion on, among others, the EYE's central website and must therefore meet high quality standards in terms of content, style of presentation and language.

All applicants are required to play an active role in communicating with other intermediary organisations. To this end, all core staff members should connect regularly and frequently to the intranet and IT platform of the programme and participate in relevant discussions and information sharing activities.

These activities have to be focused so as to ensure that the entrepreneurs who will subsequently apply to the programme will qualify for it and will show good motivation and commitment. For instance, new entrepreneurs must have at least the firm intention to set up a business to enrol for the programme. Also, potential participants need to understand that the exchanges organised under the scheme are not internships.

The EU co-financing of the project must also be clearly visible. The applicants will at least include a link to the programme's website on their respective websites, and the European Union emblem in their communication tools for the programme. Other means of awareness-raising are also encouraged. For more details how to use the EU emblem please refer to: https://ec.europa.eu/info/sites/default/files/eu-emblem-rules_en.pdf.

b) Enrolment of entrepreneurs

Applicants need to explain how they will engage entrepreneurs to participate in the programme, and list the specific channels and efforts they will use for this purpose. Where applicable, specific information about how host entrepreneurs in non-SMP destinations (see above) will be engaged must be presented.¹⁸ Applicants shall be aware that communication around the benefits of the programme is key to recruiting entrepreneurs. The obligations as well as the benefits that could derive from the exchange are to be passed on. The programme evidence shows that on average more efforts are needed to recruit host entrepreneurs in comparison to new entrepreneurs.

The proposal has to contain enough information about access to and contacts with entrepreneurs that the applicants have, whether this access is direct or indirect (via their own or other networks), and the kind of relationships they maintain, giving figures where possible.

c) Assessing applications from NEs and HEs

The Commission has developed the Erasmus for Young Entrepreneurs online IT tool whereby NEs and HEs apply for the scheme. It will be necessary to screen applications and advise candidates to ensure a high quality of registrations and, in particular, to gauge how committed the applicant NEs are to setting up a business (entrepreneurial motivation, business plan). For the HEs, IOs will assess their willingness to mentor an NE, engage in the exchange (this is not a mere internship for the new entrepreneur), and to derive positive benefit for themselves from the collaboration. Applicants must describe how they will check the quality and ensure the eligibility of applications (including proper identity verification). The proposals need to include the necessary provisions for the maintenance of the portfolio of entrepreneurs, periodic validation of interest and updating of the profiles. IOs shall assess, manage and follow-up on applications both from entrepreneurs from within

¹⁸ Evidence from the EYE Global pilot project, which tested the geographical expansion of the EYE programme, shows that it is crucial for applicants who want to engage with non-SMP destinations to identify and engage with a local contact point in those countries to support entrepreneurs during the exchange and to help with promotion of the programme to potential local host entrepreneurs.

and outside their target groups (e.g. from spontaneous applications), even if their activity is targeted to specific groups (e.g. women entrepreneurs, social entrepreneurship, region). Equally, IOs must not allow any discrimination for reasons of sex, sexual orientation, religion, race, colour, ethnic or social origin, genetic features or membership of a national minority. Furthermore, applicants also need to demonstrate full respect of [personal data protection rules](#) including the EYE programme [privacy statement](#).

d) Building relationships

The process of successfully matching NEs and HEs is a key element of this exchange scheme and it is implemented by using the Erasmus for Young Entrepreneurs online IT tool. The so-called "matching" process will be considered successful if it leads to a 'successful relationship' as defined in the Quality Manual (*see Annex to the Call conditions*).

Intermediary Organisations are invited to describe how they plan to identify the best matches, support contacts and monitor relationships before and during the stay abroad.

e) Management of grant agreements with new entrepreneurs, commitments and financial assistance

This section sets out how the applicants manage the relations with the "sub-grantee", i.e. the new entrepreneurs (NEs).

There are two written commitments NEs have to engage:

1) Once the agreed relationship between NE and HE has been approved by all parties involved (IOs and European Commission), the IOs concerned have to ensure that the relevant actors (NE, HE, IOs) sign the Erasmus for Young Entrepreneurs Commitment in accordance with the provisions of the Quality Manual.

2) The NE and his/her IO must sign an agreement specifying the tasks that will be carried out during the exchange, responsibilities, financial conditions and legal implications.

Applicants need to describe how they will arrange this in an efficient and effective way, allowing for potential amendments and the handling of payments and reports. Modifications of the exchanges, for instance adapted duration and financial assistance, must be reflected in an updated Commitment between the new entrepreneur Intermediary Organisation (NIO) and the new entrepreneur.

The purpose of the financial assistance to NEs is to support the cost of their travel and stay abroad. IOs are strongly encouraged to invite all new entrepreneurs to envisage environmentally sustainable ways of travelling. The IO that has accepted the NE must give the NE financial assistance from the EU contribution, provided that the relationship between NE and HE has been approved in the programme's IT tool. The IO will be responsible for sound management of this financial assistance, including payment arrangements to NEs. Further details will need to be given in the agreement mentioned above.¹⁹ As a deviation from this rule, it is also possible that other consortium partners pay the financial allowance to new entrepreneurs on behalf of another consortium partner who organises the exchange between entrepreneurs. For

¹⁹ The financial support to third parties (NEs) does not necessarily cover all the costs that might occur for a new entrepreneur. It is considered to be a contribution. Please note that it should not be topped up by the host entrepreneur.

such case, modalities as laid down in section *Payment arrangements* of the Quality Manual must be respected (transfer of liability).²⁰

The European Commission has set the monthly amounts of financial support per host entrepreneur country in the table provided as Annex 1a and 1b to the Quality Manual.

The application must describe how applicants intend to organise the management and control of this financial support in an effective and efficient way, including avoidance of any abuse.

In relation to this activity and new entrepreneurs being matched to host entrepreneurs in non-SMP destinations, please see the relevant sections in the Quality Manual.

f) Preparation of the exchange

In relation to the information and induction trainings to be provided by IOs, the application must present how many and when those activities will be undertaken. During the project, applicants must deliver detailed information on how the EYE programme works and provide first information on further business support initiatives (e.g. EU funded) as specified under point g).

In relation to this activity and new entrepreneurs being matched to host entrepreneurs in non-SMP destinations, please see the relevant sections in the Quality Manual.

g) Follow up of the exchange

IOs must offer local and remote assistance to both visiting NEs during stays with HEs as well as to HEs themselves. The proposal must specify the services the consortium intends to offer to NEs visiting their HEs with a particular focus on addressing practical questions (housing, transport, insurance, etc.), the modalities they will implement to follow up the exchanges and the mechanisms to be put in place to avoid or solve problems and potential conflicts.

IOs must follow up with entrepreneurs after the exchange to ensure that NEs and HEs participate to the long-term feedback questionnaire that is launched by EYE IT Tool at regular intervals after the end of the exchange.

IOs must also ensure a basic level of after care services, which must at least include:

- Promotion of the EYE alumni network,
- Awareness raising on important EU-related business subjects, such as the Internal Market and European law issues (in particular regarding business and contract law), and on other European initiatives in support of entrepreneurs and SMEs, such as the [Enterprise Europe Network \(EEN\)](#), the [European clusters](#), [SOLVIT](#), [Your Europe portal](#), [Access2Markets portal](#), etc.
- Awareness raising on relevant national, regional and local business support schemes and initiatives (if any)
- Signposting to the closest EEN local contact point in case the NE or the HE needs or would benefit from further assistance regarding access to finance, access to markets, registration of IP rights, advice on sustainable or digital solutions, technology uptake, etc. Signposting should also be done to facilitate matching of EYE Alumni with other businesses as part of the matchmaking/brokerage events organized by the EEN. Each IO is requested to set up arrangements for effective

²⁰ Quality Manual, section 2.5.1.1 Payment arrangements.

cooperation with the local EEN partners in view of fostering synergies between the two Networks to increase benefits. A basic strategy is to be in place at the latest in month 6 of the project duration.

This list of after care services is not exhaustive. IOs are free to propose additional services depending on their expertise. This could for instance include detailed alumni activities or other.

h) Management, quality control and evaluation

The proposals must describe in detail:

- How the consortium leader (Lead Organisation) will undertake the management of the project.
- The measures the consortium leader will take to ensure that high quality standards are applied by all consortium partners, how they will monitor the achievement of objectives and take appropriate corrective measures such as redistribution of objectives and budget, while ensuring compliance with the Erasmus for Young Entrepreneurs rules and procedures. The main risks that might be encountered and the corresponding mitigating measures should also be described.

i) Active networking

1) Cooperation with EYE network

The application needs to demonstrate the consortium's commitment to actively network – in person and/or remotely - with the other IOs from other EYE consortia, which will include taking part in approximately six (6) Networking meetings in Brussels (or possibly other locations in the SMP Participating Countries) during the period of the grant agreement. Regional cooperation of IOs has to be envisaged as well, e.g. with regard to promotion activities, exchanging profiles of entrepreneurs to facilitate matching or other project-related activities.

Active cooperation prior to, during and after those meetings is expected from all Intermediary Organisations. This will include, among others, cooperation regarding the design of the programme of Network Meetings as well as having an active role in moderating thematic sessions/workshops, presenting good practices, and supporting the exchange of know-how between IOs, where applicable and based on experience gained.

A specific *mentoring action* could be proposed by the European Commission/EISMEA in view of allowing consortia to perform well. Such activity could be proposed in particular to allow the Lead Intermediary Organisations that will be new in the programme to benefit from tailored support. Activities planned in this respect could be organised on the occasion of the Network Meetings, but could also happen at different occasions. Therefore, the applicant Lead Intermediary Organisations must reflect this in their work plan and the budget of the proposal. Applicants are requested to plan for approximately 2 full days for such activity for each year of the project duration, which could include both physical as well as virtual meetings.

Travel and accommodation costs will have to be covered by each participant. Sufficient budget must be foreseen to allow for the participation of all partners in the above activities, and in particular for the meetings mentioned in Section *Milestones and Deliverables*. IOs are strongly encouraged to use environmentally sustainable ways of travelling when participating in Network Meetings or others.

2) Specific thematic networking activities

As part of the evolution of the Erasmus for Young Entrepreneurs programme, the European Commission has launched different Working Groups:

1. Alumni: to further tailor the horizontal strategy towards promoting and growing the network of Alumni (entrepreneurs who participated in EYE) and to propose specific actions targeted at increasing the impact of entrepreneurs' participation
2. Impact: to improve the impact analysis of the matches between entrepreneurs (relationship follow-up activities) and to discuss after care services offered to entrepreneurs.
3. IT tool: to continue to help setting up priorities for the development of the programme's matching tool and providing feedback on its functioning²¹.
4. Communication: to gather success stories and best practices on promotion among all consortia and create joint actions to better communicate about the programme.

The outcome of those discussions is to be used, once available, by all EYE projects.

In addition to that, the Commission and the Agency strongly support bottom up networking initiatives that are demand driven from within the Network of Intermediary Organisations. Applicants are invited to contribute to those initiatives during the project implementation or to propose new ones, as a consequence of the experience made.

j) Reporting

The selected projects are expected to report regularly to the EISMEA (and ad-hoc to the Support Office, if need be) on their activities, matching relationships, problems encountered, solutions implemented, after care services offered and resources spent. The applicants must describe how they intend to organise this reporting in an efficient and effective way, according to the provisions of the Quality Manual (see Annex) and in line with the provisions of the model grant agreement (for modalities also see this call's Section 10 *Milestones and Deliverables* and *Reporting and payment arrangements – the key reporting requirements are listed there*).

Quality Manual

Further details and guidance regarding the above-mentioned project activities are provided in the Quality Manual (*see Annex to the Call conditions*).

The updated Quality Manual is the practical reference document with regard to how Erasmus for Young Entrepreneurs projects should be implemented.

Expected impact

Expected results at EYE programme level

²¹ The core IT tool to be used by EYE projects is the European Commission's IT tool for the enrolment of entrepreneurs and management of relationships.

According to the 2024-27 SMP Work Programme, the below results have to be achieved by January 2028, i.e. by the end of projects co-financed under this call for proposals:

- Between 2,000 and 2,500 entrepreneurs matched;
- Around 2,000 entrepreneurs registered;
- Between 30 and 50 Intermediary Organisations involved in the implementation of the programme;
- About 20 countries covered;
- Rate of successful exchanges above 90% (entrepreneurs' feedback)

Expected results at individual project level

The application must specify an indicative number of relationships/matches that the consortium intends to organise between new and host entrepreneurs during the implementation period of the grant agreement. The Quality Manual (see *Annex to the Call conditions*) explains how matches must be counted.²²

Under this call for proposals, **each** proposal must provide for the following **key outcome**:

1. **Match successfully at least 150 entrepreneurs**, either as new or as host entrepreneurs (usually a mix of both). See detailed requirements in section *Themes and Priorities*.
2. Offering **assistance and support to NEs** who are visiting a HE covered by the Intermediary Organisation, including the financial assistance as referred to in section *Activities that can be funded (scope)* (e) above, and after care services offered after the exchange;
3. Participating in **meetings** in Brussels or other locations in the SMP Participating Countries as specified in Section "Milestones and deliverables".

The proposal must set intermediate targets per consortium and provide deliverables. The targets should be realistic and achievable.

3. Available budget

The available call budget is **EUR 5 000 000**. This budget might be increased by maximum 20%.

We expect to fund around **5** projects.

At least 50% of the estimated maximum **grant** must be reserved for **financial support to third parties (FSTP)**, i.e. new entrepreneurs.

We reserve the right not to award all available funds or to redistribute them between the call priorities, depending on the proposals received and the results of the evaluation.

²² Applicants should pay attention in their calculation not to confuse the terms "match" and "relationship". Both terms are used as synonyms in order to apply the logic of counting matches in the EYE IT tool (at IO and consortium level). In case of a successful relationship/match, each of these entrepreneurs would count as one matched entrepreneur of any Intermediary Organisation involved in organising the business-relation, regardless whether it is an inter- or intra-consortium match. Further explanations are available in Quality Manual (see Annex). Thus, for achieving project targets this means that 1 entrepreneur successfully matched counts as 1 relationship (RLT).

4. Timetable and deadlines

| Timetable and deadlines (indicative) | |
|--------------------------------------|--|
| Call opening: | 10 April 2024 |
| Deadline for submission: | <u>27 June 2024 – 17:00:00 CET</u> (Brussels) |
| Evaluation: | July - September 2024 |
| Information on evaluation results: | October 2024 |
| GA signature: | December 2024/January 2025 |
| Fixed project starting date: | 1 February 2025 |

5. Admissibility and documents

Proposals must be submitted before the **call deadline** (see *timetable section 4*).

Proposals must be submitted **electronically** via the Funding & Tenders Portal Electronic Submission System (accessible via the Topic page in the [Search Funding & Tenders](#) section). Paper submissions are NOT possible.

Proposals (including annexes and supporting documents) must be submitted using the forms provided *inside* the Submission System (⚠ NOT the documents available on the Topic page — they are only for information).

Proposals must be **complete** and contain all the requested information and all required annexes and supporting documents:

- Application Form Part A — contains administrative information about the participants (future coordinator, beneficiaries and affiliated entities) and the summarised budget for the project (*to be filled in directly online*)
- Application Form Part B — contains the technical description of the project (*to be downloaded from the Portal Submission System, completed and then assembled and re-uploaded*)
- **mandatory annexes and supporting documents** (*templates available to be downloaded from the Portal Submission System, completed, assembled and re-uploaded*):
 - detailed **budget table** /calculator (*mandatory excel template available in the Submission System*)
 - CVs (short outlines) of core project team: **not** applicable²³

²³ A description of the profiles (qualifications and experience) of the staff responsible for managing and implementing the project and a description of the members of the consortium is required in the Application Form Part B / Annex 5. It must be duly filled. CVs uploaded will not be considered.

- **activity reports** of last year (*no specific template available; reports are to be uploaded under "Other Annexes" or the link to a report to be included at the end of the Application Form Part B*)
- **list of previous projects** (key projects for the last 2 years) (*template available in Part B*)
- **Annex 5 - Additional information to Part B** (*available from EISMEA's webpage [here](#)*). This **mandatory** annex requests key information complementary to the Application Form Part B (technical description of the project and specific targets for EYE projects) and must be uploaded under "Other Annexes".

Please note that the amounts entered into the **summarised budget table** (filled in directly online) must correspond to the amounts calculated in the detailed budget table. In case of discrepancies, the amounts in the online summarised budget table will prevail.

At proposal submission, you will have to confirm that you have the **mandate to act** for all applicants. Moreover, you will have to confirm that the information in the application is correct and complete and that the participants comply with the conditions for receiving EU funding (especially eligibility, financial and operational capacity, exclusion, etc). Before signing the grant, each beneficiary and affiliated entity will have to confirm this again by signing a declaration of honour (DoH). Proposals without full support will be rejected.

Your application must be **readable, accessible and printable**.

Proposals are limited to maximum **50 pages** (this page limitation applies to Part B only, not taking into consideration the Annex 5).²⁴ Evaluators will not consider any additional pages.

You may be asked at a later stage for further documents (*for legal entity validation, financial capacity check, bank account validation, etc*).

 For more information about the submission process (including IT aspects), consult the [Online Manual](#).

6. Eligibility

Applications will only be considered eligible if their content corresponds wholly (or at least in part) to the topic description for which it is submitted.

Eligible participants (eligible countries)

In order to be eligible, the applicants (beneficiaries and affiliated entities) must:

- be legal entities (public or private bodies)
- be established in one of the eligible countries, i.e.:
 - EU Member States (including overseas countries and territories (OCTs))
 - non-EU countries:
 - listed EEA countries and countries associated to the Single Market Programme or countries which are in ongoing negotiations for an

²⁴ Nevertheless, please be concise.

association agreement and where the agreement enters into force before grant signature ([list of participating countries](#))

Applicants may be, for instance²⁵:

- Public entities responsible for or active in the fields of economic affairs, enterprise, business support or related issues
- Chambers of commerce and industry, chambers of (handi)crafts or similar bodies
- Business support organisations, start-up centres, incubators, technology parks etc.
- Business associations and business support networks
- Public and private entities offering business support services
- Institutes of (higher) education such as universities or institutes for vocational education and training.

Beneficiaries and affiliated entities must register in the [Participant Register](#) — before submitting the proposal — and will have to be validated by the Central Validation Service (REA Validation). For the validation, they will be requested to upload documents showing legal status and origin.

Other entities may participate in other consortium roles, such as associated partners, subcontractors, third parties giving in-kind contributions, etc (*see section 13*).

Specific cases

Exceptional funding — Entities from other countries (not listed above) are exceptionally eligible, if the granting authority considers their participation essential for the implementation of the action.

Natural persons — Natural persons are NOT eligible (with the exception of self-employed persons, i.e. sole traders, where the company does not have legal personality separate from that of the natural person).

International organisations — International organisations are eligible. The rules on eligible countries do not apply to them.

Entities without legal personality — Entities which do not have legal personality under their national law may exceptionally participate, provided that their representatives have the capacity to undertake legal obligations on their behalf, and offer guarantees for the protection of the EU financial interests equivalent to that offered by legal persons²⁶.

EU bodies — EU bodies (with the exception of the European Commission Joint Research Centre) can NOT be part of the consortium.

Associations and interest groupings — Entities composed of members may participate as 'sole beneficiaries' or 'beneficiaries without legal personality'²⁷. ⚠ Please note that if the action will be implemented by the members, they should also participate (either as beneficiaries or as affiliated entities, otherwise their costs will NOT be eligible).

Countries currently negotiating association agreements — Beneficiaries from countries with ongoing negotiations (*see above*) may participate in the call and can sign grants

²⁵ The list is non-exhaustive.

²⁶ See Article 197(2)(c) EU Financial Regulation [2018/1046](#).

²⁷ For the definitions, see Articles 187(2) and 197(2)(c) EU Financial Regulation [2018/1046](#).

if the negotiations are concluded before grant signature (with retroactive effect, if provided in the agreement).

EU restrictive measures — Special rules apply for certain entities (*e.g. entities 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)*²⁸ and entities covered by Commission Guidelines No [2013/C 205/05](#)²⁹). Such entities are not eligible to participate in any capacity, including as beneficiaries, affiliated entities, associated partners, subcontractors or recipients of financial support to third parties (if any).

Following the [Council Implementing Decision \(EU\) 2022/2506](#), as of 16 December 2022, no legal commitments (including the grant agreement itself as well as subcontracts, purchase contracts, financial support to third parties etc.) can be signed with *Hungarian public interest trusts* established under [Hungarian Act IX of 2021](#) or any entity they maintain. Affected entities may continue to apply to calls for proposals. However, in case the Council measures are not lifted, such entities are not eligible to participate in any funded role (beneficiaries, affiliated entities, subcontractors, recipients of financial support to third parties). In this case, co-applicants will be invited to remove or replace that entity and/or to change its status into associated partner. Tasks and budget may be redistributed accordingly.

i For more information, see [Rules for Legal Entity Validation, LEAR Appointment and Financial Capacity Assessment](#).

Consortium composition

Proposals must be submitted by a **consortium** composed of minimum 5 to maximum 8 applicants (beneficiaries; not affiliated entities), which complies with the following conditions:

- from minimum 4 different eligible countries
- maximum **2** applicants can be from the same country
- the consortium leader must have at least **2** years of experience in implementing the EYE programme.³⁰

At the time of the project start (see fixed starting date section 4. Timetable and Deadlines), **applicants may not implement more than two (2) EYE grants, under different cycles, at the same time.**

Thus, an organisation that currently implements two (2) EYE projects with an implementation date beyond 01/02/2025 is not allowed to apply under this call.

Should this happen, these applicants (coordinator, partner or affiliated entity) will

²⁸ 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](#).

²⁹ Commission guidelines No [2013/C 205/05](#) on the eligibility of Israeli entities and their activities in the territories occupied by Israel since June 1967 for grants, prizes and financial instruments funded by the EU from 2014 onwards (OJEU C 205 of 19.07.2013, pp. 9-11).

³⁰ The experience in years as per organisation will count from the starting date of this cycle, i.e. 1/02/2025, and will be requested in the application form/annex 5. The EISMEA will assess the correctness of data provided against the records of the applicant in the EYE IT tool where all IOs who implemented EYE projects are listed.

be regarded as ineligible and excluded from the proposal. The respective consortia affected by the exclusion of (a) partner(s) must still fulfil all eligibility criteria as stipulated in this section 6 to be considered eligible.

Eligible activities

Eligible activities are the ones set out in section 2 above.

Projects must comply with EU policy interests and priorities (*such as environment, social, security, industrial and trade policy, etc.*).

Financial support to third parties (New Entrepreneurs) is allowed under the following conditions:

-Costs for financial support to third parties must be part of the project costs and shall be included under the corresponding cost heading. I

-It can only cover the financial assistance paid to new entrepreneurs in support of the costs linked to their expenditure for travel, accommodation, subsistence and other miscellaneous expenses occurred during a stay with the host entrepreneur in another participating country or in Canada, Singapore, UK and USA.

-The amounts per entrepreneur are defined in the overview of monthly financial assistance paid by Intermediary Organisations to third parties (New Entrepreneurs), in Annex 1 of the Quality Manual³¹. Applicants must elaborate how the financial support to third parties will be managed and how the activities of the NEs abroad will comply with the programme rules.

The proposal must also clearly describe the results to be obtained.

If the applicant proposes new entrepreneurs to benefit from an exchange in the UK, USA, Canada or Singapore, the indicative target and the estimated amount *have to* be specified as well. In addition, the applicants are expected to specify the amount they intend to use considering the need to ensure local promotion and support with recruitment and follow-up of the exchange in these destinations.

Geographic location (target countries)

Proposals must relate to activities taking place in the eligible countries (see above) and in Canada, Singapore, UK and USA.

Duration

Projects are expected to last 36 months. They must start on *01/02/2025* and are expected to end on *31/01/2028*. Extensions are only possible, if duly justified and through an amendment.

Project budget

Project budgets (maximum grant amount) are expected to be **EUR 1 000 000** per project. This does not however preclude the submission/selection of proposals requesting other amounts. The grant awarded may be lower than the amount requested.

³¹ Please note that both the unit costs (financial allowance for new entrepreneurs) and duration for exchanges to non-SMP countries are different from those of the "usual" Erasmus for Young Entrepreneurs exchanges.

7. Financial and operational capacity and exclusion

Financial capacity

Applicants must have **stable and sufficient resources** to successfully implement the projects and contribute their share. Organisations participating in several projects must have sufficient capacity to implement all these projects.

The financial capacity check will be carried out on the basis of the documents you will be requested to upload in the [Participant Register](#) during grant preparation (*e.g. profit and loss account and balance sheet, business plan, audit report produced by an approved external auditor, certifying the accounts for the last closed financial year, etc*). The analysis will be based on neutral financial indicators, but will also take into account other aspects, such as dependency on EU funding and deficit and revenue in previous years.

The check will normally be done for all beneficiaries, except:

- public bodies (entities established as public body under national law, including local, regional or national authorities) or international organisations
- if the individual requested grant amount is not more than EUR 60 000.

If needed, it may also be done for affiliated entities.

If we consider that your financial capacity is not satisfactory, we may require:

- further information
 - an enhanced financial responsibility regime, i.e. joint and several responsibility for all beneficiaries or joint and several liability of affiliated entities (*see below, section 10*)
 - prefinancing paid in instalments
 - (one or more) prefinancing guarantees (*see below, section 10*)
- or
- propose no prefinancing
 - request that you are replaced or, if needed, reject the entire proposal.

 For more information, see [Rules for Legal Entity Validation, LEAR Appointment and Financial Capacity Assessment](#).

Operational capacity

Applicants must have the **know-how, qualifications** and **resources** to successfully implement the projects and contribute their share (including sufficient experience in projects of comparable size and nature).

Applicants have to demonstrate that one of their **core activities** is the support of small businesses and entrepreneurs and that they deliver **business support services** to start-ups or young entrepreneurs.

Experience in implementing EYE projects is desirable, but not mandatory for the consortium partners.

This capacity will be assessed together with the 'Quality' award criterion, on the basis of the competence and experience of the applicants and their project teams, including

operational resources (human, technical and other) or, exceptionally, the measures proposed to obtain it by the time the task implementation starts.

If the evaluation of the award criterion is positive, the applicants are considered to have sufficient operational capacity.

Applicants will have to show their capacity via the following information:

- profiles (qualifications and experience) of the staff responsible for managing and implementing the project
- description of the consortium participants
- applicants' activity reports of last year
- list of previous projects (key projects for the last 2 years).
- Annex 5 – mandatory document to be submitted (see section 5. *Admissibility and documents*)

Additional supporting documents may be requested, if needed to confirm the operational capacity of any applicant.

Exclusion

Applicants which are subject to an **EU exclusion decision** or in one of the following **exclusion situations** that bar them from receiving EU funding can NOT participate³²:

- bankruptcy, winding up, affairs administered by the courts, arrangement with creditors, suspended business activities or other similar procedures (including procedures for persons with unlimited liability for the applicant's debts)
- in breach of social security or tax obligations (including if done by persons with unlimited liability for the applicant's debts)
- guilty of grave professional misconduct³³ (including if done by persons having powers of representation, decision-making or control, beneficial owners or persons who are essential for the award/implementation of the grant)
- committed fraud, corruption, links to a criminal organisation, money laundering, terrorism-related crimes (including terrorism financing), child labour or human trafficking (including if done by persons having powers of representation, decision-making or control, beneficial owners or persons who are essential for the award/implementation of the grant)
- shown significant deficiencies in complying with main obligations under an EU procurement contract, grant agreement, prize, expert contract, or similar (including if done by persons having powers of representation, decision-making or control, beneficial owners or persons who are essential for the award/implementation of the grant)
- guilty of irregularities within the meaning of Article 1(2) of EU Regulation [2988/95](#) (including if done by persons having powers of representation, decision-making or control, beneficial owners or persons who are essential for the award/implementation of the grant)

³² See Articles 136 and 141 of EU Financial Regulation [2018/1046](#).

³³ Professional misconduct includes: violation of ethical standards of the profession, wrongful conduct with impact on professional credibility, false declarations/misrepresentation of information, participation in a cartel or other agreement distorting competition, violation of IPR, attempting to influence decision-making processes or obtain confidential information from public authorities to gain advantage.

- created under a different jurisdiction with the intent to circumvent fiscal, social or other legal obligations in the country of origin or created another entity with this purpose (including if done by persons having powers of representation, decision-making or control, beneficial owners or persons who are essential for the award/implementation of the grant).

Applicants will also be rejected if it turns out that³⁴:

- during the award procedure they misrepresented information required as a condition for participating or failed to supply that information
- they were previously involved in the preparation of the call and this entails a distortion of competition that cannot be remedied otherwise (conflict of interest).

8. Evaluation and award procedure

The proposals will have to follow the **standard submission and evaluation procedure** (one-stage submission + one-step evaluation).


An **evaluation committee** (assisted by independent outside experts) will assess all applications. Proposals will first be checked for formal requirements (admissibility, and eligibility, *see sections 5 and 6*). Proposals found admissible and eligible will be evaluated against the operational capacity and award criteria (*see sections 7 and 9*) and then ranked according to their scores.

For proposals with the same score a **priority order** will be determined according to the following approach:

Successively for every group of *ex aequo* proposals, starting with the highest scored group, and continuing in descending order:

- 1) The *ex aequo* proposals will be prioritised according to the scores they have been awarded for the award criterion 'Impact'. When these scores are equal, priority will be based on their scores for the criterion 'Relevance'. When these scores are equal, priority will be based on their scores for the criterion 'Quality'.
- 2) If this does not allow to determine the priority, a further prioritisation can be done by considering the overall project portfolio geographical and thematic coverage and the creation of positive synergies between projects, or other factors related to the objectives of the call. These factors will be documented in the panel report.

All proposals will be informed about the evaluation result (**evaluation result letter**). Successful proposals will be invited for grant preparation; the other ones will be put on the reserve list or rejected.

 No commitment for funding — Invitation to grant preparation does NOT constitute a formal commitment for funding. We will still need to make various legal checks before grant award: *legal entity validation, financial capacity, exclusion check, etc.*

Grant preparation will involve a dialogue in order to fine-tune technical or financial aspects of the project and may require extra information from your side. It may also include adjustments to the proposal to address recommendations of the evaluation committee or other concerns. Compliance will be a pre-condition for signing the grant.

³⁴ See Article 141 EU Financial Regulation [2018/1046](#).

If you believe that the evaluation procedure was flawed, you can submit a **complaint** (following the deadlines and procedures set out in the evaluation result letter). Please note that notifications which have not been opened within 10 days after sending will be considered to have been accessed and that deadlines will be counted from opening/access (see also [Funding & Tenders Portal Terms and Conditions](#)). Please also be aware that for complaints submitted electronically, there may be character limitations.

9. Award criteria

The **award criteria** for this call are as follows:

1. Relevance (30 points):

How strategically chosen are the project partners (relevance of the partners to the project)?

How wide and direct is the access to entrepreneurs (above all new entrepreneurs) of the applicants?

How does the project build on previous experiences, in particular those regarding mobility, cross-border cooperation, entrepreneurship support, enhancement of business collaboration (including business matchmaking and partnership), and/or “when relevant”, previous collaboration between the partners?

How relevant are the proposed target groups, based on a thorough analysis of their situation and characteristics and potential for setting-up or developing their companies?

2. Quality:

a. Project design and implementation (30 points):

How clear, coherent and ambitious is the concept and to what extent does the methodology support it?

To what extent is the proposal clearly defined in terms of timetable, milestones and deliverables?

How coherent, appropriate and practical are the overall project design and the activities proposed in view of the effective recruitment, assessment and selection of entrepreneurs, proactive matchmaking, follow-up on exchanges, networking with other Intermediary Organisations and appropriate reporting? Do the activities proposed comply with the provisions of the Implementation Manual for Intermediary Organisation (*Quality Manual*) and, possibly, include innovative elements?

To what extent can the methodology ensure effectiveness of the actions proposed? Are the potential risks well anticipated and have relevant mitigating measures been proposed?

To what extent does the proposal envisage comprehensive induction trainings for entrepreneurs for a successful exchange?

To what extent does the proposal include suitable after-care activities such as information on EU support to small and medium-sized enterprises (e.g. access to finance, and especially the EU ones such as the Enterprise Europe Network, Clusters, SOLVIT, etc.)?

Cost effectiveness:

- To what extent is the budget clear, detailed and coherent with the work plan of the proposal?
- Do the expected results stand in a reasonable relationship to the amount of the grant?
- Does the budget seem justified when compared to the expected impact?

b. Project team and cooperation arrangements (30 points):

Is the quality of project teams appropriate?

To what extent can the management set up be effective and ensure the high quality of the action proposed, including monitoring and evaluation?

Are the tasks and responsibilities of each partner involved clearly defined?

Are procedures and problem-solving mechanisms for cooperating within the project teams and consortium appropriate?

Is the level of effort appropriate, per work package, per task and per partner considering their skills and responsibilities with a view to achieving the objectives of the proposal?

3. Impact (10 points):

Is the proposal suggesting clear, realistic and practical impact indicators?

To what extent is the project likely to have a tangible and measurable impact on the target groups after the exchanges (at individual entrepreneur level as well as in the regions)?

How effective, innovative and convincing are the promotional and communication activities to attract new entrepreneurs and host entrepreneurs to demonstrate successful outcomes? Does the proposal contain a comprehensive communication strategy including appropriate EU visibility? Are the expected multiplying effects reasonable and ensure sustainability.

To what extent can the applicants offer services allowing for replication and extension of project outcomes, including a range of aftercare activities?

| Award criteria | Minimum pass score | Maximum score |
|---|--------------------|---------------|
| Relevance | 16 | 30 |
| Quality – Project design and implementation | 16 | 30 |
| Quality – Project team and cooperation arrangements | 16 | 30 |
| Impact | 6 | 10 |
| Overall (pass) scores | 70 | 100 |

Maximum points: 100 points.

Individual thresholds per criterion: 16/30, 16/30, 16/30 and 6/10 points.

Overall threshold: 70 points.

Proposals that pass the individual thresholds AND the overall threshold will be considered for funding — within the limits of the available call budget. Other proposals will be rejected.

10. Legal and financial set-up of the Grant Agreements

If you pass evaluation, your project will be invited for grant preparation, where you will be asked to prepare the Grant Agreement together with the EU Project Officer.

This Grant Agreement will set the framework for your grant and its terms and conditions, in particular concerning deliverables, reporting and payments.

The Model Grant Agreement that will be used (and all other relevant templates and guidance documents) can be found on [Portal Reference Documents](#).

Starting date and project duration

The project starting date and duration will be fixed in the Grant Agreement (*Data Sheet, point 1*). Normally the starting date will be after grant signature. A retroactive starting date can be granted exceptionally for duly justified reasons — but never earlier than the proposal submission date.

Project duration: *.see section 6 above*.

Activities should start on 01/02/2025.

Milestones and deliverables

The milestones and deliverables for each project will be managed through the Portal Grant Management System and will be reflected in Annex 1 of the Grant Agreement.

The **following mandatory milestone activities** are to be respected by all consortia:

- Initial training for new Intermediary Organisation: February/March 2025, if appropriate³⁵
- Networking meetings: each year usually in February/March and September/October (6 per project duration – indicative timing)³⁶
- Mid-term review meetings (upon request of the Agency): the participation of all consortium partners will be required if the consortia are called for such meeting(s).
- Delivery of reports as specified in section *Reporting and payment arrangements*.

Further details are included in the *section 2. Activities that can be funded (scope)*, therein especially *i) Active networking*.

³⁵ This training is intended to make IOs familiar with the basic programme features and the functionalities of the EYE IT tool. It will be mandatory for all Intermediary Organisations new to the EYE programme and could be useful for those that have not participated in previous EYE projects.

³⁶ Participation by 1 person per consortium partner (usually), according to the standard rule in the Erasmus for Young Entrepreneurs programme.

Beneficiaries will be required to submit the following **deliverables** (continuous reporting).

| Deliverable title | Number | Purpose | Date |
|--|-------------------------------------|---|---|
| Link of the EYE programme website to the applicant's website ³⁷ | | Connecting your organisation to the programme and helping entrepreneurs to be directed to the one reference webpage only where all relevant information is available | Month 1 |
| Network Meeting "minutes" | 6 | Encoding the participation of consortium members; listing main outcomes and lessons learned. Concise document (2-3 pages will be sufficient) | Month 1 after the Network Meetings took place ³⁸ |
| Progress Reports | 2 | These reports give an overview and, if appropriate, and in-depth view on the implementation of the project at fixed moments in the project duration (see above). | Month 10 Month 28 |
| Success Stories (minimum 10 per year of implementation) | 3 times at least 10 success stories | The success stories should demonstrate the added value of the programme, give visibility to the entrepreneurs, help the projects, the Agency, the EC and the Support Office to promote the EYE programme further. The format of the deliverable needs to be respect the success story templates as available in the intranet of the EYE programme website. Consortia define how many success stories to deliver; the minimum is set to 10 per 12 months of implementation, thus a total of 30 at the end of the project is requested as a minimum. The deliverables should be cumulative, i.e. the deliverable Success Stories in month 24 should list those from the first 12 months and those from months 13 to 24. | Month 12 Month 24 Month 36 |
| Cooperation strategy with other business | | Consortia are requested to present a strategy and steps towards meaningful and practical arrangements/agreements with local | Month 7 |

³⁷ Please also note that certain conditions apply for the eligibility of costs of project website creation. See section "Budget categories and cost eligibility rules" of this call. It is therefore important to ensure appropriate visibility of the EYE programme website and not to plan project specific websites.

³⁸ Please foresee 6 of those deliverables as 6 Network Meetings will be organised. The due dates are indicative as the neither the precise dates nor the location of the Network Meetings are not known at the moment of call publication.

| | | | |
|---|--|--|---|
| providers | | stakeholders, including, above all, the Enterprise Europe Network and Cluster Organisations. This should also include, where applicable, arrangements with local organisation in the non-SMP destinations providing local support. | |
| OPTIONAL: Alumni activities (e.g. events) | | Consortia are invited to report practical steps towards attracting more alumni in after-exchange networking and to report on specific activities undertaken (where applicable) and impact achieved. | Dates not fixed. Rather towards end of project if it reports on impact, earlier if it details a strategy and intends to report continuous progress. |

Applicants must list those deliverables in the Application Form Part B / Annex 5 in the relevant section. They must also add some other meaningful deliverables that help demonstrate the work of the consortium and that contribute to the project's success.³⁹

The above mentioned Technical Progress Reports are not linked to payments:

| Report | Type of Report | Implementation period | Due date |
|--------|---------------------------|-----------------------|----------|
| 1 | Technical Progress Report | months 1 to 9 | Month 10 |
| 2 | Technical Progress Report | months 19 to 27 | Month 28 |

Form of grant, funding rate and maximum grant amount

The grant parameters (*maximum grant amount, funding rate, total eligible costs, etc*) will be fixed in the Grant Agreement (*Data Sheet, point 3 and art 5*).

Project budget (maximum grant amount): *see section 6 above*.

The grant will be a budget-based mixed actual cost grant (actual costs, with unit cost and flat-rate elements). This means that it will reimburse ONLY certain types of costs (eligible costs) and costs that were *actually* incurred for your project (NOT the *budgeted* costs). For unit costs and flat-rates, you can charge the amounts calculated as explained in the Grant Agreement (*see art 6 and Annex 2 and 2a*).

³⁹ Applicants are requested to well distinguish between deliverables and milestones. Experience shows that there remains some confusion.

The costs will be reimbursed at the funding rates fixed in the Grant Agreement (**100%** for the costs for providing financial support to third parties, i.e., new entrepreneurs, and **75%** for all other cost categories).

Grants may NOT produce a profit (i.e., surplus of revenues + EU grant over costs). For-profit organisations must declare their revenues and, if there is a profit, we will deduct it from the final grant amount (see *art 22.3*).

Moreover, please be aware that the final grant amount may be reduced in case of non-compliance with the Grant Agreement (e.g., *improper implementation, breach of obligations, etc.*).

Budget categories and cost eligibility rules

The budget categories and cost eligibility rules are fixed in the Grant Agreement (*Data Sheet, point 3, art 6 and Annex 2*).

Budget categories for this call:

- A. Personnel costs
 - A.1 Employees, A.2 Natural persons under direct contract, A.3 Seconded persons
 - A.4 SME owners and natural person beneficiaries
- B. Subcontracting costs of core tasks is not allowed. Subcontracting is allowed only for Work Package 2, and here only for the promotion of the EYE programme.
- C. Purchase costs
 - C.1 Travel and subsistence
 - C.2 Equipment
 - C.3 Other goods, works and services
- D. Other cost categories
 - D.1 Financial support to third parties
- E. Indirect costs

Specific cost eligibility conditions for this call:

- personnel costs:
 - SME owner/natural person unit cost⁴⁰: Yes
- travel and subsistence unit cost⁴¹: Yes
- equipment costs: depreciation
- other cost categories:
 - costs for financial support to third parties: allowed; unit cost per third party (new entrepreneur) and host country, for a minimum duration of 1

⁴⁰ Commission [Decision](#) of 20 October 2020 authorising the use of unit costs for the personnel costs of the owners of small and medium-sized enterprises and beneficiaries that are natural persons not receiving a salary for the work carried out by themselves under an action or work programme (C(2020)7715).

⁴¹ Commission [Decision](#) of 12 January 2021 authorising the use of unit costs for travel, accommodation and subsistence costs under an action or work programme under the 2021-2027 multi-annual financial framework (C(2021)35) as amended by Commission [Decision](#) C(2023)4928 of 26 July 2023.

- month and a maximum duration of 6 months (EYE unit cost)⁴² per third party (new entrepreneur)
- indirect cost flat-rate: 7% of the eligible direct costs (categories A-D, except volunteers costs and exempted specific cost categories, if any)
 - VAT: non-deductible VAT is eligible (but please note that since 2013 VAT paid by beneficiaries that are public bodies acting as public authority is NOT eligible)
 - other:
 - in-kind contributions for free are allowed, but cost-neutral, i.e. they cannot be declared as cost
 - kick off meeting: costs for kick-off meeting organised by the granting authority are eligible (travel costs for maximum 2 persons, return ticket to Brussels and accommodation for one night) only if the meeting takes place after the project starting date set out in the Grant Agreement; the starting date can be changed through an amendment, if needed
 - project websites: communication costs for presenting the project on the participants' websites or social media accounts are eligible; costs for *separate* project websites are not eligible
 - other ineligible costs: No

Reporting and payment arrangements

The reporting and payment arrangements are fixed in the Grant Agreement (*Data Sheet, point 4 and art 21 and 22*).

After grant signature, you will normally receive a **prefinancing** to start working on the project (float of normally **50%** of the maximum grant amount; exceptionally less or no prefinancing). The prefinancing will be paid 30 days from entry into force/10 days before starting date/financial guarantee (if required) — whichever is the latest.

There will be one **interim payment** (with detailed cost reporting).

Payment of the balance: At the end of the project, we will calculate your final grant amount. If the total of earlier payments is higher than the final grant amount, we will ask you (your coordinator) to pay back the difference (recovery).


Beneficiaries will be requested to submit the following reports linked to a payment:

- 1 periodical technical and financial report after 18 months, linked to a request for interim payment (reimbursement of costs incurred);
- 1 final technical and financial report after 36 months, linked to a request for the payment of the balance.

| Periodic Report | Type of Report | Implementation period | Due date |
|-----------------|----------------|-----------------------|------------------------------|
| 1 | Interim | months 1 to 18 | 60 days after month 18 |
| 2 | Final | months 1 to 36 | 60 days after end of project |

⁴² As set out in the Commission [Decision of 3 April 2024 authorising the use of unit costs for the Erasmus for Young Entrepreneurs action under the Single Market Programme \(2021-2027\), replacing the Commission Decision of 8/03/2022](#). The same unit rates can be found in the Quality Manual (Annex).

All payments will be made to the coordinator.

 Please be aware that payments will be automatically lowered if one of your consortium members has outstanding debts towards the EU (granting authority or other EU bodies). Such debts will be offset by us — in line with the conditions set out in the Grant Agreement (*see art 22*).

Please also note that you are responsible for keeping records on all the work done and the costs declared.

Prefinancing guarantees

If a prefinancing guarantee is required, it will be fixed in the Grant Agreement (*Data Sheet, point 4*). The amount will be set during grant preparation and it will normally be equal or lower than the prefinancing for your grant.

The guarantee should be in euro and issued by an approved bank/financial institution established in an EU Member State. If you are established in a non-EU country and would like to provide a guarantee from a bank/financial institution in your country, please contact us (this may be exceptionally accepted, if it offers equivalent security).

Amounts blocked in bank accounts will NOT be accepted as financial guarantees.

Prefinancing guarantees are normally requested from the coordinator, for the consortium. They must be provided during grant preparation, in time to make the prefinancing (scanned copy via Portal AND original by post).

If agreed with us, the bank guarantee may be replaced by a guarantee from a third party.

The guarantee will be released at the end of the grant, in accordance with the conditions laid down in the Grant Agreement (*art 23*).

Certificates

Depending on the type of action, size of grant amount and type of beneficiaries, you may be requested to submit different certificates. The types, schedules and thresholds for each certificate are fixed in the Grant Agreement (*Data Sheet, point 4 and art 24*).

Liability regime for recoveries

The liability regime for recoveries will be fixed in the Grant Agreement (*Data Sheet point 4.4 and art 22*).

For beneficiaries, it is one of the following:

- limited joint and several liability with individual ceilings — *each beneficiary up to their maximum grant amount*
 - unconditional joint and several liability — *each beneficiary up to the maximum grant amount for the action*
- or
- individual financial responsibility — *each beneficiary only for their own debts*.

In addition, the granting authority may require joint and several liability of affiliated entities (with their beneficiary).

Provisions concerning the project implementation

IPR rules: see *Model Grant Agreement (art 16 and Annex 5)*:

- list of background: No
- rights of use on results: Yes
- access rights to ensure continuity and interoperability obligations: No

Communication, dissemination and visibility of funding: see *Model Grant Agreement (art 17 and Annex 5)*:

- communication and dissemination plan: Yes
- additional communication and dissemination activities: Yes

Specific rules for carrying out the action: see *Model Grant Agreement (art 18 and Annex 5)*:

- specific rules for PPI Grants for Procurement: No
- specific rules for blending operations: No

Other specificities

n/a

Non-compliance and breach of contract

The Grant Agreement (chapter 5) provides for the measures we may take in case of breach of contract (and other non-compliance issues).

 For more information, see [AGA – Annotated Grant Agreement](#).

11. How to submit an application

All proposals must be submitted directly online via the Funding & Tenders Portal Electronic Submission System. Paper applications are NOT accepted.

Submission is a **2-step process**:

a) create a user account and register your organisation

To use the Submission System (the only way to apply), all participants need to [create an EULogin user account](#).

Once you have an EU Login account, you can [register your organisation](#) in the Participant Register. When your registration is finalised, you will receive a 9-digit participant identification code (PIC).

b) submit the proposal

Access the Electronic Submission System via the Topic page in the [Search Funding & Tenders](#) section (or, for calls sent by invitation to submit a proposal, through the link provided in the invitation letter).

Submit your proposal in 3 parts, as follows:

- **Part A** includes administrative information about the applicant organisations (future coordinator, beneficiaries, affiliated entities and associated partners) and the summarised budget for the proposal. Fill it in directly online.
- **Part B** (description of the action) covers the technical content of the proposal.

Application Form Part B: Download the mandatory word template from the Submission System, fill it in and upload it as a PDF file.

Specific Annex 5 - Additional information to Application Form Part B: download it from the EISMEA website (see *section 5*), fill it in and upload it as PDF file under "Other annexes". This Annex 5 contains specific instructions to fill certain sections of the Application Form Part B.

- **Annexes** (see *section 5*). Upload them as PDF file (single or multiple depending on the slots; the budget table can be uploaded as Excel file)⁴³.

The proposal must keep to the **page limits** (see *section 5*); excess pages will be disregarded.

Documents must be uploaded to the **right category** in the Submission System otherwise the proposal might be considered incomplete and thus inadmissible.

Proposals for large or small projects must be submitted using the same submission session.

The proposal must be submitted **before the call deadline** (see *section 4*). After this deadline, the system is closed and proposals can no longer be submitted.

Once the proposal is submitted, you will receive a **confirmation e-mail** (with date and time of your application). If you do not receive this confirmation e-mail, it means your proposal has NOT been submitted. If you believe this is due to a fault in the Submission System, you should immediately file a complaint via the [IT Helpdesk webform](#), explaining the circumstances and attaching a copy of the proposal (and, if possible, screenshots to show what happened).

Details on processes and procedures are described in the [Online Manual](#). The Online Manual also contains the links to FAQs and detailed instructions regarding the Portal Electronic Exchange System.

12. Help

As far as possible, ***please try to find the answers you need yourself***, in this and the other documentation (we have limited resources for handling direct enquiries):

- [Online Manual](#)
- FAQs on the Topic page (for call-specific questions in open calls; not applicable for actions by invitation)
- [Portal FAQ](#) (for general questions).

Please also consult the Topic page regularly, since we will use it to publish call updates.

⁴³ Please pay attention that the entire Excel file is uploaded and not a single or several spreadsheets only.

Contact

For individual questions on the Portal Submission System, please contact the [IT Helpdesk](#).

Non-IT related questions should be sent **no later than 5 working days prior to the submission deadline** to the following email address: EISMEA-SMP-COSME-ENQUIRIES@ec.europa.eu.

Please indicate clearly the reference of the call and topic to which your question relates (*see cover page*).

13. Important



IMPORTANT

- **Don't wait until the end** — Complete your application sufficiently in advance of the deadline to avoid any last minute **technical problems**. Problems due to last minute submissions (*e.g. congestion, etc*) will be entirely at your risk. Call deadlines can NOT be extended.
- **Consult** the Portal Topic page regularly. We will use it to publish updates and additional information on the call (call and topic updates).
- **Funding & Tenders Portal Electronic Exchange System** — By submitting the application, all participants **accept** to use the electronic exchange system in accordance with the [Portal Terms & Conditions](#).
- **Registration** — Before submitting the application, all beneficiaries, affiliated entities and associated partners must be registered in the [Participant Register](#). The participant identification code (PIC) (one per participant) is mandatory for the Application Form.
- **Consortium roles** — When setting up your consortium, you should think of organisations that help you reach objectives and solve problems.

The roles should be attributed according to the level of participation in the project. Main participants should participate as **beneficiaries** or **affiliated entities**; other entities can participate as associated partners, subcontractors, third parties giving in-kind contributions. **Associated partners** and third parties giving in-kind contributions should bear their own costs (they will not become formal recipients of EU funding). **Subcontracting** should normally constitute a limited part and must be performed by third parties (not by one of the beneficiaries/affiliated entities). Subcontracting going beyond 30% of the total eligible costs must be justified in the application. Under this call, subcontracting is allowed only for **two Work Packages: Work Package 2**, and here **only** for the **promotion** of the EYE programme (not for the recruitment of entrepreneurs), and **Work Package 5 (as specified in the section 2 Activities that can be funded)**.

- **Coordinator** — In multi-beneficiary grants, the beneficiaries participate as consortium (group of beneficiaries). They will have to choose a coordinator, who will take care of the project management and coordination and will represent the consortium towards the granting authority. In mono-beneficiary grants, the single beneficiary will automatically be coordinator.
- **Affiliated entities** — Applicants may participate with affiliated entities (i.e. entities linked to a beneficiary which participate in the action with similar rights and obligations as the beneficiaries, but do not sign the grant and therefore do not become beneficiaries themselves). They will get a part of the grant money and must therefore comply with all the call conditions and be validated (just like beneficiaries); but they do not count towards the minimum eligibility criteria for consortium composition (if any).
- **Associated partners** — Applicants may participate with associated partners (i.e. partner organisations which participate in the action but without the right to get grant money). They participate without funding and therefore do not need to be validated.
- **Consortium agreement** — For practical and legal reasons it is recommended to set up internal arrangements that allow you to deal with exceptional or unforeseen circumstances (in all cases, even if not mandatory under the Grant Agreement). The consortium agreement also gives you the possibility to redistribute the grant money according to your own consortium-internal principles and parameters (for instance, one beneficiary can reattribute its grant money to another beneficiary). The consortium agreement thus allows you to customise the EU grant to the needs inside your consortium and can also help to protect you in case of disputes.

- **Balanced project budget** — Grant applications must ensure a balanced project budget and sufficient other resources to implement the project successfully (*e.g. own contributions, income generated by the action, financial contributions from third parties, etc*). You may be requested to lower your estimated costs, if they are ineligible (including excessive).
 - **No-profit rule** — Grants may NOT give a profit (i.e. surplus of revenues + EU grant over costs). This will be checked by us at the end of the project.
 - **No cumulation of funding / no double funding** — It is strictly prohibited to cumulate funding from the EU budget (except under 'EU Synergies actions'). Outside such Synergies actions, any given action may receive only ONE grant from the EU budget and cost items may under NO circumstances be declared under two EU grants. If you would like to nonetheless benefit from different EU funding opportunities, projects must be designed as different actions, clearly delineated and separated for each grant (without overlaps).
 - **Completed/ongoing projects** — Proposals for projects that have already been completed will be rejected; proposals for projects that have already started will be assessed on a case-by-case basis (in this case, no costs can be reimbursed for activities that took place before the project starting date/proposal submission).
 - **Combination with EU operating grants** — Combination with EU operating grants is possible, if the project remains outside the operating grant work programme and you make sure that cost items are clearly separated in your accounting and NOT declared twice (see [AGA — Annotated Grant Agreement, art 6.2.E](#)).
- Multiple proposals** — Applicants may not participate in several proposals. Nevertheless, if this happens, the respective organisation will be excluded from all the proposals it applied. The respective consortia affected by the exclusion of (a) partner(s) must still fulfil all eligibility criteria as stipulated in section 6 to be considered eligible.
- **Resubmission** — Proposals may be changed and re-submitted until the deadline for submission.
 - **Rejection** — By submitting the application, all applicants accept the call conditions set out in this this Call Document (and the documents it refers to). Proposals that do not comply with all the call conditions will be **rejected**. This applies also to applicants: All applicants need to fulfil the criteria; if any one of them doesn't, they must be replaced or the entire proposal will be rejected.
 - **Cancellation** — There may be circumstances which may require the cancellation of the call. In this case, you will be informed via a call or topic update. Please note that cancellations are without entitlement to compensation.
 - **Language** — You can submit your proposal in any official EU language (project abstract/summary should however always be in English). For reasons of efficiency, we strongly advise you to use English for the entire application. If you need the call documentation in another official EU language, please submit a request within 10 days after call publication (for the contact information, see *section 12*).

- **Transparency** — In accordance with Article 38 of the [EU Financial Regulation](#), information about EU grants awarded is published each year on the [Europa website](#).

This includes:

- beneficiary names
- beneficiary addresses
- the purpose for which the grant was awarded
- the maximum amount awarded.

The publication can exceptionally be waived (on reasoned and duly substantiated request), if there is a risk that the disclosure could jeopardise your rights and freedoms under the EU Charter of Fundamental Rights or harm your commercial interests.

- **Data protection** — The submission of a proposal under this call involves the collection, use and processing of personal data. This data will be processed in accordance with the applicable legal framework. It will be processed solely for the purpose of evaluating your proposal, subsequent management of your grant and, if needed, programme monitoring, evaluation and communication. Details are explained in the [Funding & Tenders Portal Privacy Statement](#).

14. Specific instructions for submission of Application Form Part B

The Application Form Part B is composed of two forms:

- The **Application Form Part B** is a standardised template for all calls for proposals under the Single Market Programme and beyond.
- Therefore, in **Annex 5 - Additional information to Application Form Part B** applicants have to provide specific information that is essential to respond appropriately to the requirements of this call for proposals Erasmus for Young Entrepreneurs.

| Table of contents in Application Forms | <u>Application Form Part B</u> <i>Guidance comments (if any)</i> | <u>Annex 5 - Additional information to Application Form Part B</u> <i>Guidance comments (if any)</i> |
|--|---|--|
| PROJECT SUMMARY | Fill (be concise) | N.A. |
| 1. RELEVANCE | | |
| 1.1 Background and general objectives | Fill | N.A. |
| 1.2 Needs analysis and specific objectives | Fill; including the overall relationship target | Fill; provide, above all: - detailed planned outcomes, i.e. breakdown between number of NEs and HEs matched (of all types of entrepreneurs requested under this call – compulsory/optional) and the number of recruited entrepreneurs (NEs and HEs) ⁴⁴ |

⁴⁴ Recruited is to be understood as registered in the EYE IT tool, i.e. applications of interested entrepreneurs were assessed favourably by the IOs, so that these entrepreneurs are accepted.

| | | |
|--|---|---|
| | | - Periodic objectives |
| 1.3 Complementarity with other actions and innovation — European added value | Fill | N.A. |
| | | |
| 2. QUALITY | | |
| 2.1 Concept and methodology | Fill | N.A. |
| 2.2 Consortium set-up | Fill | See guiding questions to use when filling the Application Form Part B. |
| 2.3 Project teams, staff and experts | Fill only part "Outside resources (subcontracting, seconded staff etc)" | Fill table in Annex 5 including: <ul style="list-style-type: none"> - Partner No and Acronym - Position of staff member in the organisation - Summary of relevant skills and experience - List of tasks and role in the project - Allocation to the project according to detailed budget (% of FTE)⁴⁵ |
| 2.4 Consortium management and decision-making | Fill | N.A. |
| 2.5 Project management, quality assurance and monitoring and evaluation strategy | Fill; ensure coherence with WP1 description (Section 4 in Annex 5) | N.A. |
| 2.6 Cost effectiveness and financial management | Fill; ensure coherence with WP1 and WP4 description (Section 4 in Annex 5) | N.A. |
| 2.7 Risk management | Fill. Per Work Package, applicants must provide at least 3 critical risks and appropriate mitigating measures. | See list of critical risks suggested in section 2.7 of Annex 5, to be used when filling the section in the Application Form Part B. Other than the proposed critical risks can be used. |
| | | |
| 3. IMPACT | | |
| 3.1 Impact and ambition | - | Fill table in Annex 5 including estimated impact on the specific entrepreneurs' requested in the call text in section 2.3.2 <i>Expected results at individual project level</i> |
| 3.2 Communication, dissemination and visibility | Fill | N.A. |
| 3.3 Sustainability and continuation | Fill | See guiding questions in Annex 5. |
| | | |
| 4. WORK PLAN, WORK PACKAGES, TIMING AND SUBCONTRACTING | | |

⁴⁵ 'FTE' means Full Time Equivalent. All consortium members are requested to foresee a reasonable and stable engagement in terms of FTE % for the project implementation (including back-up personal). Ideally, project coordinators should not dedicate less than 0.5 FTE to the project (it means half of the time of a full time employee). It is considered inefficient if an applicant proposes several staff all working for rather few % of FTEs on the project.

| | | |
|--|------|--|
| 4.1 Work plan | | |
| 4.2 Work packages and activities | | Encode the Performance indicators for each Work Package as specified in Annex 5. |
| Work Package 1 | Fill | See remarks. |
| Work Package 2 | Fill | See remarks. |
| Work Package 3 | Fill | See remarks. |
| Work Package 4 | Fill | See remarks. |
| Work Package 5 (optional) | Fill | See remarks. |
| | | |
| 4.3 Timetable | Fill | N.A. |
| 4.4 Subcontracting | Fill | N.A. |
| | | |
| 5. OTHER | | Please provide in Annex 5 -Planned efforts -Effectiveness ratio |
| 5.1 Ethics | N.A. | - |
| 5.2 Security | N.A. | - |
| | | - |
| 6. DECLARATIONS | N.A. | - |
| | | |
| Mandatory ANNEXES (other than <i>the Annex 5</i>) | - | - |

15. Annex to the call conditions - [Erasmus for Young Entrepreneurs Implementation Manual for Intermediary Organisations \(Quality Manual\)](#), version April 2024