



# ARCHITECTURE, ENGINEERING AND CONSTRUCTION EUROCLUSTER FOR FUTURE BUILT ENVIRONMENT

GA 101074498

## Open call for Financial Support to Third Parties

Construction Cluster of Slovenia

Vladimir Gumilar, project coordinator



Co-funded by the  
European Union



## Agenda: 14.42023

- **Euroclusters, and AEC EUROCLUSTER presentation**
- **Open call FSTP presentation**



Architecture  
Engineering  
Construction

# Euroclusters synergies



## Specific objectives of

30 Euroclusters

42  
Million  
EUR

### NETWORK

- Resilience preparedness/business continuity plans

### ADOPT

- SMEs supported which undertook business process innovation

### GO INTERNATIONAL

- Collaboration agreements signed with third countries
- SMEs benefited from internationalisation

### INNOVATE

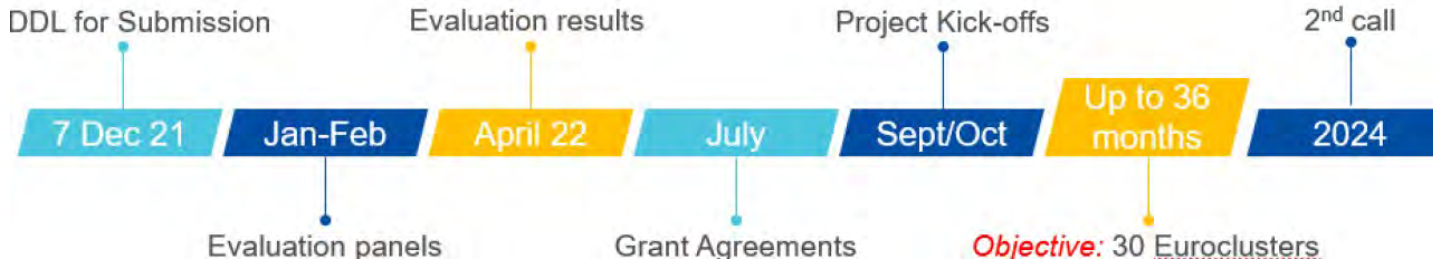
- New-to-firm products/services identified

### TRAIN

- Cluster organisations which received training
- SMEs investing in skills development

### COMMUNICATE

- Social media followers
- SMEs supported coming from countries/regions different from those of Euroclusters partners





# ARCHITECTURE, ENGINEERING AND CONSTRUCTION EUROCLUSTER FOR FUTURE BUILT ENVIRONMENT

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- CONSTRUCTION CLUSTER OF SLOVENIA (CCS)
- BUSINESS UPPER AUSTRIA - (BIZUP)
- DISTRETTO INTERNI E DESIGN DID (DID)
- SOUTHERN EUROPEAN CLUSTER IN PHOTONICS & OPTICS ASSOCIACION (SECPhO)
- TECHNOLOGY ENABLED CONSTRUCTION TEC (TEC)
- BLACK SEE ENERGY CLUSTER (BSEC)

2 / Can you apply?



1 / AEC EUROCLUSTER,  
why should you apply?



3 / Which types of  
funding can you get?

4 / What will be  
assessed?



5 / How do you apply?



Architecture  
Engineering  
Construction

# AEC EUROCLUSTER, why should you apply?

- AEC industries (architecture, engineering and construction) are challenged with dependencies, unavailability and a lack of predictability. The last years revealed weaknesses which the EU-funded project AEC EUROCLUSTER intends to reduce by contributing to a more resilient, digital and low-carbon economic recovery of construction and related sectors.
- For implementing market-demanded **innovation projects** with substantial transformation character, SMEs can receive financial support within the AEC EUROCLUSTER project. The same applies to SMEs that **uptake technologies from other sectors or adopt processes** not fully exploited so far. Companies can also **cross borders within the project in order to establish business with non-European partners** or benefit from **upskilling** activities by learning from certificated trainers how to become aware of needs and deliver solutions related to digital and green transition.





# Can you apply?

- You are a start-up or SME (including spin-outs) according to the EU definition: < 250 staff headcount and ≤ 50 million € turnover or ≤ 43 million € balance sheet total per year (! A firm that is part of a larger group may need to include staff headcount/turnover/balance sheet data from that group too!)
- Your activities focus on AEC, or one of the sub-sectors of the AEC ecosystem: Architecture, Engineering and Construction (AEC)
  - Circular economy, Green building
  - Advanced Building Materials, Bio based materials & 3D Printing
  - Construction Robotics
  - Workers` safety, Connected construction site
  - BIM & Construction monitoring
  - IT and related deep-tech if there is clear impact on built environment (AI, AR/VR, sensors, robotics, drones and other unmanned aerial vehicles, advanced materials, nanotechnology, photonics)

See annexes for description of the AEC subsectors.

- Your company has been registered **at least 6 months** prior to submission deadline.

# Which types of funding can you get?

- An SME is allowed to apply for different financial support schemes but can receive a maximum funding amount of €60,000 in total.
- You can apply without partners - no cooperation with others is needed.
- Only one submission per financial support scheme and company possible.

- AEC EUROCLUSTER financial support to applicants, e.g. SMEs, will be made as a fixed lump sum.
- A lump sum is a fixed amount of money that beneficiaries, SME applicants, can use for several purposes related to achieving the project objectives, and or activities planned in the application. The granting of a lump sum does not foresee the delivery of detailed financial reporting and timesheets. The Final report review will assess the fulfilment of work plan, deliverables (outcomes), and impact achieved previously described in the application. Additional supporting documents may be requested, if deemed necessary, to evaluate the progress.
- All lump sum financial support indicated in the application are limited to the prescribed maximum per support scheme:
  - Project Innovation: max. 60,000€
  - Technology Adoption: max. 60,000€
  - Training: max. 5,000€
  - Go International: max. 2,000€

# Which types of funding can you get?

## Project Innovation

up to €60,000

Receive funding to develop a novel product, service or technology until market readiness based on a proven concept that addresses a digitalisation or sustainability challenge in built environment or related value chains.

Applications must include at least 1 signed agreement with a potential future client (Letter Of Intent).

12 months for implementation

## Technology Adoption

up to €60,000

Receive funding to advance and integrate existing technologies or processes from other sectors (or not fully exploited so far) in your organisation and operations.

Applications must include measures for change management referring to the expected impact of the adopted technology.

6 months for implementation

# Which types of funding can you get?

## Training

up to €5,000

Get reimbursed for training using innovation methods (Design Thinking, Lego Serious Play, CANVAS or similar) in order to become aware and create solutions to problems and needs in resilience and twin transition.

If selected for funding, applicants will need to propose a trainer from a predefined pool of certificated trainers who can guide you or bring an own trainer suggestion.

6 months for implementation

## Go International

up to €2,000 (per SME)

Get reimbursed for travel (transportation, accommodation and event fees) incurred for attending fairs in Mexico, Saudi Arabia, Singapore and Kenya (max. 3 persons per SME).

Applications must be submitted prior to the event and result must be at least 10 B2B meetings with foreign partners during the mission.

Implementation depends on event dates.

- Every application will be assessed by 2 evaluators from the AEC EUROCLUSTER consortium consisting of 5 construction-related clusters from Austria, Bulgaria, Italy, Romania, Slovenia and Spain.
- At least one of the evaluators has to have profound expertise in the technical field of the application. To avoid any conflicts of interest evaluators aren't allowed to assess applications from the own home country. They will keep information strictly confidential regardless of whether an application is granted or not.
- Reviewers will assess applications by scoring points (see Technical Evaluation Criteria) and will provide a justification of the total score. Both will be forwarded to the applicants.
- If scoring results diverge significantly between reviewers for a given application or in case of equal scores of proposals, a panel discussion by the AEC EUROCLUSTER consortium will be carried out to achieve a definite ranking.

- The evaluation is divided: first your application will go through a general 5-step eligibility check where all of the requirements below have to be fulfilled.

SME status according to EU definition (see [here](#))

Established in an EU Member State or Horizon Europe Associated Country (check [here](#))

Registered at least 6 months before submission deadline

Activities focused on one of the prescribed technical or industrial fields

- For objective assessment we developed a basic scheme of criteria depending on the type of financial support you apply for:
  - ✓ Impact
  - ✓ Concept
  - ✓ Implementation
  - ✓ Resources
  - ✓ Company representation
- The minimum score per criterion to be eligible for funding is 3 points. We would really like to get to know you beyond written text - a video to your application for project, technology or training will help. The projects will be ranked based on the average score of both evaluators and projects with highest scores will be awarded for funding.



| Project Innovation evaluation criteria |  |   |
|--|--|---|
| Impact                                 | <ul style="list-style-type: none"> <li>• Overall impact of project for AEC sector</li> <li>• Industrial relevance of project</li> <li>• Quality of exploitation plans and market potential</li> <li>• Relevance of project to call objectives (digital and green transition &amp; value chain resilience)</li> </ul> | 5 points max<br><b>Double weight = 10 points max!</b> |
| Concept                                | <ul style="list-style-type: none"> <li>• Technical feasibility</li> <li>• Level of innovation and technological risks</li> <li>• Technical capacity and expertise</li> </ul>   | 5 points max  |
| Implementation                         | <ul style="list-style-type: none"> <li>• Organizational and management competences</li> <li>• Clarity of roles and completeness of tasks</li> <li>• Quality of work plan</li> </ul>  | 5 points max  |
| Resources                              | <ul style="list-style-type: none"> <li>• Allocation of appropriate resources to the project</li> <li>• Justification of proposed resources</li> </ul>  | 5 points max  |
| Video                                  | <ul style="list-style-type: none"> <li>• If video is attached</li> </ul>   | -   |
| <b>Maximum total</b>                   |  | <b>25 points</b>                                      |

## Technology Adoption evaluation criteria

|                      |   |   |
|----------------------|---|---|
| Impact               | <ul style="list-style-type: none"> <li>• Overall economic impact of project for company</li> <li>• Increase of digital maturity/technology advancement</li> <li>• Clear description of process changes and improvements in the company and, if relevant, market impact of the project</li> <li>• Relevance of project to call objectives (digital and green transition &amp; value chain resilience)</li> </ul> | 5 points max<br><b>Double weight = 10 points max!</b> |
| Concept              | <ul style="list-style-type: none"> <li>• Company readiness to adopt the technology</li> <li>• Level of innovation and relevance for selected domains</li> <li>• Clear change management plan</li> </ul>   | 5 points max  |
| Implementation       | <ul style="list-style-type: none"> <li>• Organisational and management competences</li> <li>• Clarity of roles and completeness of tasks</li> <li>• Quality of work plan</li> </ul>   | 5 points max  |
| Resources            | <ul style="list-style-type: none"> <li>• Allocation of appropriate resources to the project</li> <li>• Justification of proposed resources</li> </ul>   | 5 points max  |
| Video                | <ul style="list-style-type: none"> <li>• If video is attached</li> </ul>  | -   |
| <b>Maximum total</b> |   | <b>25 points</b>                                      |

## Training evaluation criteria

|                            |   |               |
|----------------------------|---|---------------|
| Impact                     | <ul style="list-style-type: none"> <li>• Overall impact of training for personnel, product or process</li> <li>• Positive effects of training results for company or market</li> <li>• Relevance of project to call objectives (digital and green transition &amp; value chain resilience)</li> </ul> | 15 points max |
| Concept and Implementation | <ul style="list-style-type: none"> <li>• Level of innovation and ambition</li> <li>• Broadness of involvement of staff and/or partners</li> </ul>   | 10 points max |
| Video                      | If video is attached  | -             |

## Maximum total

25 points

**Addition:** For quality assurance training is only eligible if it's implemented by a trainer with at least 2 years of professional experience with open innovation training in a business environment using Design Thinking, Lego Serious Play, CANVAS or similar methods. You can suggest a trainer already in your application. If you are awarded for funding and don't have a trainer in mind we will offer you access to our "pool of trainers", which is a selection of a least 2 trainers per AEC EUROCLUSTER partner country who fulfil the requirement.

## Go International evaluation criteria

|                        |  |                  |
|------------------------|--|------------------|
| Impact                 | <ul style="list-style-type: none"> <li>• Overall impact of project for company and AEC sector</li> <li>• Quality of exploitation plans and market potential.</li> <li>• Relevance of project to call objectives (digital and green transition &amp; value chain resilience)</li> </ul> | 15 points max    |
| Concept                | <ul style="list-style-type: none"> <li>• Level of innovation and technological risks</li> </ul>  | 5 points max     |
| Company representation | <ul style="list-style-type: none"> <li>• Profile relevance (languages, position in company)</li> </ul>   | 5 points max     |
| <b>Maximum total</b>   |  | <b>25 points</b> |



# How do you apply?

**30 April 2023: Open Call Published**

Your turn: Fill in the 3-page proposal, create a 3min pitch video (optional!) and send it to us by email!

**30 June 2023: Open Call Deadline**

No changes or submissions at a later date - sorry!

**31 August 2023: Beneficiaries Selected**

The awarding process is published in this document. Awarded and not selected applicants will be informed via e-mail by end of August 2023. At the same time, the outcome of the call (number of applications received, applying countries etc.) will be publicly published.

**30 September 2023: Funding Contracts Signed**

This document defines the rights and obligations that come with the financial support.

**1 October – 1 November 2023: Start of project and training activities**

Be accompanied by one of the AEC EUROCLUSTER partners!

- Timeline is not valid for Go International! These applications can be submitted and evaluated on an ongoing basis depending on the targeted trade fair.

# Timeline for Go international?

Timeline for Go International depends on the targeted trade fair in the application. The following trade fairs will open for application:



The deadlines for each of the targeted fairs and Go international mission implementation are presented in the table.

|                         | CIHAC<br>October 2023 | The Big 6<br>Saudi<br>February 2024 | Digital<br>Construction<br>Asia March<br>2024 | Build Expo<br>Africa June<br>2024 |
|-------------------------|-----------------------|-------------------------------------|---|-----------------------------------|
| Open call published     | 30.4.2023             | 30.4.2023                           | 30.4.2023                                     | 30.4.2023                         |
| Open call deadline      | 30.8.2023             | 30.12.2023                          | 30.1.2024                                     | 30.4.2024                         |
| Beneficiaries selected  | 15.9.2023             | 15.1.2024                           | 15.2.2024                                     | 15.5.2024                         |
| Funding contract signed | 30.9.2023             | 30.1.2024                           | 29.2.2024                                     | 30.5.2024                         |
| Mission implementation  | October 2023          | February 2024                       | March 2024                                    | June 2024                         |

# Application documents

Mandatory  
application form



Optional  
3-minutes video



The version of the application form depends on the type of financial support you apply for but is always a short template with questions about your organisation and the lead applicant who is our main contact person. Besides the eligibility part you should also let us know more about your present business, the innovation you plan to develop or to adopt (further) and how you want to implement it. Last but not least every application needs to be completed by some attachments:

- For all support schemes: Current excerpt from commercial register (for eligibility check)
- For Project Innovation: At least 1 signed Letter Of Intent from a potential customer (to proof market orientation)
- For Go International no attachment is necessary but you should let us know in the template which of the 4 pre-selected trade fairs you want to visit.

Application documents are available to download at  
<https://www.sgg.si/eng-aec-eurocluster/>



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Construction

# Application documents

Mandatory  
application form



Optional  
3-minutes video



Tell us about the company and project team!



What are you planning to do with the financial contribution and what's unique about it?



What will be the positive impact in terms of digital and green transition in built environment?



To submit your application please send

- ✓ completely filled form in Word or PDF format
- ✓ necessary attachments
- ✓ video link if applicable
- to [aeceurocluster@sgg.si](mailto:aeceurocluster@sgg.si).

Please make sure that we receive your mail with complete application documents between 24/04/2023 and 30/06/2023, 17.00 CET/ Brussels time!

Check deadlines for GO international – connected to dates of the fair visited.



# More information

- For any questions regarding application, submission and evaluation of your proposal, you can reach us at [aeceurocluster@sgg.si](mailto:aeceurocluster@sgg.si)

AEC EUROCLUSTER projects partners are also available for information:

- Austria: [isabella.mantello@biz-up.at](mailto:isabella.mantello@biz-up.at)
- Bulgaria: [mariana@ubbsla.org](mailto:mariana@ubbsla.org)
- Italy: [irene@csm.toscana.it](mailto:irene@csm.toscana.it)
- Romania: [office@clustertec.ro](mailto:office@clustertec.ro)
- Slovenia: [vladimir.gumilar@sgg.si](mailto:vladimir.gumilar@sgg.si)
- Spain: [gawel.walczak@secpho.org](mailto:gawel.walczak@secpho.org)





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# Application form for Project innovation

RO  
CLUSTERS



# ANNEX 1: Application form for Project Innovation

Grey marked information should assist you in providing information per category and can be deleted before submission.



| Organisation  |  |
|---|--|
| Name:   |  |
| Address:  |  |
| Website:  |  |
| Founding year:  |  |
| Current number of employees:  |  |
| Revenues in 2021 and 2022 if applicable:  |  |
| Self-Declaration: Is your organisation banned from EU funding?  | YES / NO   |
| Cluster membership of a cluster registered in ECCP  | YES / NO, add name of the cluster and link to cluster presentation on ECCP (at <a href="https://clustercollaboration.eu/">https://clustercollaboration.eu/</a> ) |
| Lead applicant  |  |
| Name:   |  |
| Position in company:  |  |
| Email:  |  |
| Phone:  |  |
| Eligibility   |  |
| The company is an <b>SME</b> according to <a href="#">EU definition</a> : <250 Employees AND < 50 million € Annual Turnover OR < 43 million € Total Balance Sheet   | YES / NO   |
| Your activities focus on AEC, or one of the sub-sectors of the AEC ecosystem: <ul style="list-style-type: none"><li>• Architecture, Engineering and Construction (AEC)</li><li>• Circular economy, Green building</li><li>• Advanced Building Materials, Bio based materials &amp; 3D Printing</li><li>• Construction Robotics</li><li>• Workers safety, Connected construction site</li><li>• BIM &amp; Construction monitoring</li><li>• IT and related deep-tech if there is clear impact on built environment (AI, AR/VR, sensors, robotics, drones and other unmanned aerial vehicles, advanced materials, nanotechnology, photonics)</li></ul> See annexes for description of the AEC subsectors. |  |



|  |  |          |
|--|--|----------|
| <b>Self-declaration:</b> Neither the application as a whole nor any parts of it have benefitted from other EU programmes for implementing respective activities  |  | YES / NO |
| <b>Innovation</b>  |  |          |
| Title  |  |          |
| Acronym  |  |          |
| Duration   |  |          |
| Planned Start Date   |  |          |
| <b>Brief summary</b>   |  |          |
| <i>Briefly describe your current business and how it is connected to your planned innovation.</i>  |  |          |
|  |  |          |
| <b>Impact</b>  |  |          |
| <b>Describe your solution and the potential impact on the AEC sector. (1 point)</b>  |  |          |
| <i>What type of challenge does your project address and how does your solution respond to it? What changes does your technology bring into the sector? What type of companies are targeted as clients? Are there complementary and/or substitute products/services that would be affected by your innovation? Is there potential for further development?</i>                |  |          |
|  |  |          |
| <b>Describe the industrial relevance of the project. (1 point)</b>   |  |          |
| <i>Who benefits directly and indirectly? Who is targeted as clients and what are their main benefits – e.g. cost reduction or improved processes?</i>  |  |          |
|  |  |          |
| <b>Describe exploitation plan and market potential (2.5 points)</b>  |  |          |
| <i>Brief summary of business plan including go-to-market plan and financial projections. Make sure to identify relevant performance indicators and to specify starting and ending point for each if appropriate. Some possible indicators: number of Letters Of Intent from potential clients, cost reduction, process improvement, new partners, technical performance.</i> |  |          |
|  |  |          |
| <b>Explain the relevance of the project to call objectives (0.5 point)</b>   |  |          |
| <i>Show how your project contributes to the call.</i>  |  |          |
|  |  |          |





Describe how the gender dimension (i.e. sex and/or gender analysis) is taken into account in the project's content. If you don't consider gender as relevant in your project, please provide a justification.

### Concept

#### Technical feasibility (2.5 points)

*Describe technical details and demonstrate feasibility within the timeframe and resource constraint of the project.*

#### Level of innovation and technological risk (1 point)

*Demonstrate your project's level of innovation by comparing it with existing solutions and refer to substitute solutions if available. Identify technological risks and show how you would mitigate them.*

#### Technical capacity and expertise (1.5 points)

*Explain the company's capacity and expertise of technical staff in the field of the project including examples of relevant past projects.*

### Implementation

#### Organizational and management competences (1 point)

#### Clarity of roles and completeness of tasks (1 point)

#### Quality of work plan (3 points)

*If applicable please present information on previous funding projects your company managed. Describe the project team with all roles, functions and knowledge. Add a work plan indicating tasks and responsible experts per work package.*

### Resources

#### Allocation of appropriate resources and justification (5 points)

*Briefly justify the proposed budget and its allocation to cover various costs.*



| Work Plan    |                   |       |     |             |
|--------------|-------------------|-------|-----|-------------|
| Work Package | Short Description | Start | End | Deliverable |
|              |                   |       |     |             |
|              |                   |       |     |             |
|              |                   |       |     |             |
|              |                   |       |     |             |

Deliverable is identifiable result, outcome of the work package, and not a written document produced.

| Resources   |                |                 |             |
|---|----------------|-----------------|-------------|
| a. Personnel costs  |                |                 |             |
| Personnel name  | Costs per hour | Estimated hours | Total costs |
|   |                |                 |             |
|   |                |                 |             |
|   |                |                 |             |
|   |                |                 |             |
| b. Subcontracting costs and Purchase costs (travel and subsistence, equipment, other goods, works and services) |                |                 |             |
| Item  |                | Estimated costs |             |
|   |                |                 |             |
|   |                |                 |             |
|   |                |                 |             |
|   |                |                 |             |
| <b>Total project costs:</b>   |                |                 |             |

The following attachments are included in email submission:

- Current excerpt from commercial register or other document needed for the eligibility check
- At least 1 signed Letter Of Intent of a potential customer (to proof market orientation)
- Link to video (please make sure it's available until 30/06/2023!)



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## Letter Of Intent: Template for Project Innovation

To: *Company Name and legal representative*

Dear Mr/Mrs. ....!

Following your presentation of / After analysing the documentation sent regarding your intention to develop [short description of the proposed technology / product],

our company [company name, registration number, VAT code, location, field of activity, total number of employees and total revenues in 2021 and 2022] expresses interest in testing / acquiring your technology / product if selected for funding by the European AEC EUROCLUSTER initiative, as soon as it is fully developed, but no later than September 2024 provided that it does meet the described characteristics and performance expectations.

The technology / product is interesting for us because .....

Our contact details: .....

Date: .....

Signed by General Manager

*Signature*





- FAQ (regularly updated)
- Application form for Project Innovation and Letter Of Intent template
- Application form for Technology Adaption
- Application form for Training
- Application form for Go International



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# Questions?

- Thank you for your attention!

Vladimir Gumilar, AEC EUROCLUSTER  
project coordinator

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QUESTIONS?

