



# **‘Remote Schooling’ Open Call Guide for Applicants**

**Open date for proposals: July 3<sup>rd</sup>, 2020 at 10:00 CEST**  
**Deadline: September 3<sup>rd</sup>, 2020 13:00 CEST**

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# REVISION HISTORY

Revision	Date	Author	Description
1.	24.08.2020	FundingBox	In Annex II, Declaration of Honour: point 9. has been changed to <i>"is not submitting any other proposal to this same Open Call (Remote Schooling IMPACT EdTech Open Call)";</i>
2.	31.08.2020	FundingBox	In section 5.4 – Consensus Meeting: <ul style="list-style-type: none"> <li>• Ties solving process added;</li> <li>• "formal check" deleted.</li> </ul>

# TABLE OF CONTENTS

1. GENERAL INFORMATION ABOUT IMPACT EDTECH	6
2. THE 'REMOTE SCHOOLING' IMPACT EDTECH OPEN CALL	8
2.1 WHAT ARE THE BENEFITS AND FINANCIAL SUPPORT PROVIDED?	9
2.2 WHAT ARE THE TECHNOLOGIES AND APPLICATIONS SUPPORTED BY IMPACT EdTECH?	9
3. IMPACT EDTECH 'REMOTE SCHOOLING' OPEN CALL ELIGIBILITY CRITERIA	11
3.1 TYPES OF APPLICANTS	11
3.2 ELIGIBLE COUNTRIES	11
3.3. TYPE OF ACTIVITY	12
<b>3.3.1. Challenges Targeted</b>	13
3.4 TECHNOLOGY READINESS LEVEL	13
3.5 TEAM COMPOSITION	14
3.6 INTELLECTUAL PROPERTY RIGHTS	14
3.7 SUBMISSION SYSTEM	14
3.8 LANGUAGE	15
3.9 MULTIPLE SUBMISSIONS	15
3.10 COMPLETENESS OF THE APPLICATION	15
3.11 DEADLINE	15
3.12 CONFLICT OF INTEREST	15
3.13 OTHER	16
4. PREPARATION AND SUBMISSION OF THE PROPOSALS	17
5. SUMMARY OF THE EVALUATION PROCESS	19
5.1 PROPOSALS RECEPTION	19
5.2. ELIGIBILITY CHECK	19
5.3 PRE-SCORING	20
5.4 CONSENSUS MEETING	21
5.5 JURY DAY	22

5.6 OPEN CALL AND SELECTION PROCESS SCHEDULE	23
5.7 SUB GRANT AGREEMENT SET-UP PROCESS: FORMAL CHECK	24
6. IMPACT EDTECH ACCELERATION PROGRAMME	26
6.1 PILOT PATHWAYS	27
6.2 FINANCIAL SUPPORT	28
6.3 PAYMENT CONDITIONS	28
6.4 PERFORMANCE MONITORING OF SUB-GRANT BENEFICIARIES	29
6.5 SERVICES OFFERED DURING THE IMPACT EdTECH PROGRAMME	30
7. COMMUNICATION WITH APPLICANTS	32
7.1 GENERAL COMMUNICATION PROCEDURE	32
7.2 COMPLAINTS PROCEDURE	32
7.3 OBLIGATIONS OF SUBGRANT BENEFICIARIES	32
7.4 SUPPORT TO APPLICANTS	33
8. INTELLECTUAL PROPERTY RIGHTS	34
8.1 ORIGINALITY OF THE SUB-GRANTED PROJECTS	34
8.2 OWNERSHIP OF THE SUB-GRANTED PROJECTS RESULTS	34
8.3 IPR AND OBLIGATIONS OF THE BENEFICIARIES	34
9. APPLICABLE LAW	35
ANNEX I	36
ANNEX II	39



# 1. General Information about IMPACT EdTech

**IMPACT EdTech** is a start-up incubator-accelerator implemented by the IMPACT EdTech consortium (hereinafter IMPACT EdTech) within the Horizon2020 programme of the European Commission (EC), under Grant Agreement number 871275. The IMPACT EdTech consortium is led by European Schoolnet and brings together three partners with complementary expertise:

- [European Schoolnet](#) (EUN) is the network of 34 European Ministries of Education, providing [Future Classroom Lab](#) validation methodology for the new ICT solutions targeting school education.
- [FundingBox Accelerator \(FBA\)](#) manages the open calls and cascade funding. FundingBox is the European leader in managing Financial Support to Third Parties (cascade funding) and provides tools for community creation, to help innovators meet, interact and collaborate to build growth connections.
- [ISDI](#) is the recognised European accelerator helping Entrepreneurs, Enterprises & Institutions in their transformation to become competitive in the Digital Era.

Throughout its programme, IMPACT EdTech will support up to **43 European start-ups/SMEs** with more than **€5.5M equity-free funding plus acceleration and mentoring services** to bring their digital education innovations into the market, focusing on solutions that can contribute to extend personalised, inclusive educational models, support the development of the skills relevant in today's world, and support schools to implement remote schooling, through three Open Calls:

- IMPACT EdTech 1<sup>st</sup> Open Call, closed on June 30<sup>th</sup>, 2020, from which up to 15 start-ups/SMEs will be selected to participate in a hybrid incubation-acceleration programme. The 1<sup>st</sup> Open Call targets EdTech solutions from Technology Readiness Level<sup>1</sup> 5 to 7 specifically focusing on solutions that

<sup>1</sup>[https://ec.europa.eu/research/participants/data/ref/h2020/wp/2014\\_2015/annexes/h2020-wp1415-annex-g-trl\\_en.pdf](https://ec.europa.eu/research/participants/data/ref/h2020/wp/2014_2015/annexes/h2020-wp1415-annex-g-trl_en.pdf)

can contribute to extending personalised, inclusive educational models and/or support the development of the skills relevant in today's world.

- IMPACT EdTech 'Remote Schooling' Open Call, opening on July 3<sup>rd</sup>, 2020 and closing on September 3<sup>rd</sup> (13:00 CEST), 2020, from which up to 12 start-ups/SMEs will be selected to participate in a 5 months acceleration programme. The 'Remote Schooling' Open Call targets EdTech solutions from TRL 7 to TRL 8, specifically focusing on solutions that address common challenges faced by schools during the COVID19 crisis.
- IMPACT EdTech 2<sup>nd</sup> Open Call, opening in 2021, from which up to 16 start-ups will be selected to participate in a hybrid incubation-acceleration programme. The 2<sup>nd</sup> Open Call targets EdTech solutions from TRL 5 to TRL 7 specifically focusing on solutions that can contribute to extending personalised, inclusive educational models and/or support the development of the skills relevant in today's world.

**Main sources of information:**

- IMPACT EdTech website (<https://www.impacttedtech.eu/>) for general information about the programme; 'Frequently Asked Questions' (FAQs) for further information.
- If you have any doubts related to the open call requirements or application form, please send your questions through our communication channels at: <https://spaces.fundingbox.com/c/community-Impact-edtech>
- Application website, where you can find all documents: <https://impacttedtech.eu/>
- If you face technical problems or if you are in doubt when filling in the online Application Form at FundingBox, contact us directly via: [contact@impacttedtech.eu](mailto:contact@impacttedtech.eu)
- Project coordinator: European Schoolnet

## 2. The 'Remote Schooling' IMPACT EdTech Open Call

This document summarizes the main characteristics of the 'Remote Schooling' Open Call of the IMPACT EdTech project, **open between July 3<sup>rd</sup>, 2020, 10:00 CEST and September 3<sup>rd</sup>, 2020, 13:00 CEST**.

During this **extraordinary** Open Call, IMPACT EdTech will distribute €1.3M equity free funding plus acceleration and mentoring services to bring digital education innovations to schools and support the internationalisation of the solutions accelerated. IMPACT EdTech will select up to **12 promising start-ups/SMEs that will receive up to €110,000 equity-free funding** each to address common challenges faced by schools systems during the COVID19 crisis and provide innovative solutions addressing different aspects of remote teaching and learning.

This new programme will select EdTech solutions already placed at TRL 7 to 8, allowing a smooth and rapid implementation of new solutions in school education settings and offer:

- **Funding:** up to €110,000 of EU Grant: up to €90,000 as a lump sum and up to €20,000 to access business and educational mentoring support services in the form of vouchers and training of the teachers.
- **Acceleration and mentoring services:** a 5-month acceleration programme in which the selected applicants will be supported in bringing their solution to the market or in expanding their market reach. Moreover, they will pilot their solution in real educational settings, assessing the impact and performance of their solutions. The piloting of selected solutions will be done directly with teachers, with a specific focus on the valorisation of how the solutions can be effectively used in a pedagogically sound way.

For this Open Call IMPACT EdTech is looking for start-ups/SMEs to address common challenges faced by schools (formal education from early childhood up to secondary general and vocational education) during the COVID19 crisis and provide innovative solutions to be implemented by teachers. The full list of challenges is included in section 3.3.1.

The 'Remote Schooling' Open Call will prioritise solutions that aim for internationalisation, can be adapted to blended learning contexts, have been co-designed in collaboration with end-user representatives (notably with teachers and/or learners (end-users) and have already been tested in school settings. The



team should have considerable experience in the target market and preferably have signed already established formal agreements with schools for the implementation of their solutions in schools.

## 2.1 What are the benefits and financial support provided?

During the 'Remote Schooling' Open Call, IMPACT EdTech will select up to 12 start-ups/SMEs with solutions already tested in operational environments, from TRL 7 to TRL 8, that will receive up to €110,000 equity-free funding each and will participate in a 5-month Acceleration Programme, including business and educational mentoring services and the opportunity to pilot their solution in real educational contexts.

This programme will include short cycle piloting in schools (formal education from early childhood up to secondary general and vocational education). The funding will be divided between up to €90,000 as a lump sum and up to €20,000 to access business and educational mentoring support services as well as other specific resources and services to pilot solutions in the form of vouchers.

## 2.2 What are the technologies and applications supported by IMPACT EdTech?

The IMPACT EdTech bottom-up approach means the programme is open to a wide range of technologies that support remote learning activities at the school education level.

The list below – not exhaustive and for indicative purposes only - shows examples of technologies and applications that IMPACT EdTech can support:

- **AI and data analytics powered solutions.** Apps for mobile devices such as tablets and smartphones providing access to AI-powered content and tools specifically targeting school education, or supporting new and developing pedagogical trends (i.e. flipped classrooms and other methodologies); AI-powered tools based on learning analytics, predictive tools for supporting learner engagement and achievement and overall educational attainment; companions and AI Teaching Assistants, Intelligent Tutoring Systems, Personal Learning Environments, AI tools for monitoring student forums, etc.

- **Assistive educational technology for special needs education.** Skills improvement (reading, writing, memory, listening, organisational, etc.) and on-task activities (text-to-speech, voice recognition, visual aids, etc.)
- **Assessment tools** that support remote summative (e.g. formal examination) and formative assessment.
- Solutions aimed at tackling **privacy and data protection** in the use of digital learning tools.
- **Next generation Virtual/Exploratory Learning Environments and e-Portfolio software.** Synchronous and asynchronous remote learning platforms providing adaptive personalised learning possibilities at scale; solutions aimed at facilitating access to digital resources; solutions targeting the upskilling of teachers and students, particularly of digital skills in the context of emergency remote teaching and blended models.
- **Hardware-based devices** to facilitate remote schooling scenarios for students and teachers and systems for affective computing for use with students with disabilities, cognitive impairments or other special educational needs.
- **Gamification.** Game-based remote learning applications and other solutions
- **Virtual or Augmented Reality (VR/AR)** powered solutions to enrich learning experiences and innovate learning content generation.
- **Blockchain technology-based solutions.**

## 3. IMPACT EdTech 'Remote Schooling' Open Call Eligibility Criteria

All applicants will have to abide by all general requirements described in Sections from 3.1 to 3.14 of this Guide for Applicants in order to be considered eligible for the Remote Schooling IMPACT EdTech Open Call.

### 3.1 Types of applicants

The Remote Schooling IMPACT EdTech Open Call welcomes applications from SMEs [legal person] (including start-ups) legally established in one of the Eligible countries (see Section 3.2). Only one company per application is allowed, having a team of at least two full-time persons with complementary business (sales and financial), pedagogical (experience in the educational field, not necessarily teaching) and technical (technology development) skills.

#### **SME definition**

An SME will be considered as such if it complies with the European Commission's Recommendation 2003/361/EC. As a summary, the criteria defining an SME are:

- Headcount in Annual Work Unit (AWU) less than 250;
- Annual turnover less or equal to €50 million OR annual balance sheet total less or equal to €43 million.

Note that the figures of partners and linked enterprises should also be considered as stated in the SME user guide. For detailed information check EU recommendation: [https://ec.europa.eu/growth/smes/business-friendly-environment/sme-definition\\_en](https://ec.europa.eu/growth/smes/business-friendly-environment/sme-definition_en)

### 3.2 Eligible countries

Only start-ups/SMEs legally established in the following countries (hereafter collectively identified as the 'Eligible Countries') will be eligible for the IMPACT EdTech Programme:

- EU member states and their overseas territories;

- H2020 associated countries ;
- UK - under the special circumstances described below

The list of H2020 associated countries is available here: [https://ec.europa.eu/research/participants/data/ref/h2020/grants\\_manual/hi/3cpa/rt/h2020-hi-list-ac\\_en.pdf](https://ec.europa.eu/research/participants/data/ref/h2020/grants_manual/hi/3cpa/rt/h2020-hi-list-ac_en.pdf).

### **General notice for UK applicants**

In conformity with the EU-UK Withdrawal Agreement, the UK and persons or entities established in the UK continue to be eligible to receive Union funds under actions carried out in direct, indirect or shared management, which implement Union programmes and activities committed under the MFF 2014-2020 until the closure of those Union programmes and activities. When restrictions apply, these will be clearly specified in the call for proposals.

## **3.3. Type of Activity**

IMPACT EdTech aims to contribute to the digital transformation of education by creating a vehicle for disruptive education technology, a catalyst designed to help usher in a new era of human-centred digital education. The COVID-19 crisis has had an unprecedented impact on the organisation of school systems across Europe, as the great majority of European countries have implemented countrywide school closures as a consequence of the crisis. In this context, most European teachers were forced to adapt to an emergency remote teaching context, which relied heavily on digital technologies. EdTech providers play an important role in supporting teachers ensuring the continuity of pedagogical activities during periods of school disruption. The 'Remote Schooling' Open call focuses on attracting those EdTech innovators who can support schools tackle the most common challenges created by the COVID-19 outbreak at the wider school level.

The IMPACT EdTech 'Remote Schooling' Open call will strategically focus on the acceleration of tested digital education solutions to support in schools in:

- allowing pedagogical continuity during remote schooling and blended learning contexts,
- making remote schooling more inclusive,
- allowing personalised learning during remote schooling, and/or

- Supporting the digital skills development of teachers and/or learners.

### 3.3.1. Challenges Targeted

IMPACT EdTech is looking for start-ups/SMEs to address the following challenges faced by schools (formal education from early childhood up to secondary general and vocational education) during the COVID19 crisis and provide innovative solutions to be implemented by teachers from October 2020:

- **Pedagogical continuity** of educational activities during remote and blended learning contexts, with a focus on addressing:
  - The lack of engagement and accountability of students
  - Smooth communication between students and teachers
  - Collaborative learning in remote teaching contexts
  - Planning and delivery of daily teaching and learning activities in a remote teaching context
  - Student assessment (summative and formative) and student monitoring
  - Teacher-parent-student collaboration
  - Supporting the school administration in organising, monitoring and follow-up activities
  - Pedagogical continuity of primary school activities
  - Privacy of students' and teachers' data and e-safety
  - Access to curriculum-relevant online teaching resources
- **Inclusive education**, including the accessibility for learners with special needs and the overcoming of social inequalities in students' access to suitable devices and low internet connectivity at home
- **Personalized learning**, including personalised assessment models which allow the monitoring and evaluation of individual student progress in remote and blended learning contexts and supporting the psychological wellbeing of teachers and students during distance learning contexts
- **Development of digital skills** of teachers and students in remote and blended learning contexts

## 3.4 Technology Readiness Level

To be eligible, applicants must demonstrate they have a solution, which has been already tested in a real operational educational environment. Therefore, the

EdTech technologies proposed by the start-ups/SMEs entering the project are placed **in Technology Readiness Level 7 (demonstration in operational environments) or Level 8<sup>2</sup>**. The IMPACT EdTech Programme will help them to commercialise their product and/or to expand their market reach.

### 3.5 Team Composition

To be eligible, applicants must demonstrate that the team is run by at least two full-time members with complementary business (sales and financial), pedagogical (experience in the educational field, not necessarily teaching) and technical (technology development) skills.

### 3.6 Intellectual Property rights

Applicants must be free to exploit and commercialize the solution they propose in their application without restrictions of hinderance. More specifically, the components used for the solution should be free of rights, or the applicant should hold one or more of the following IP rights, provided that such rights allow the applicant to exploit and commercialize its proposed solution without restriction or hinderance:

- Trade Secrets
- Database rights
- Patent pending
- Patent
- Copy rights
- Utility models
- Trademarks
- Design
- Licenses
- The components used for the solution are free of rights

### 3.7 Submission system

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<sup>2</sup> [https://ec.europa.eu/research/participants/data/ref/h2020/wp/2014\\_2015/annexes/h2020-wp1415-annex-g-trl\\_en.pdf](https://ec.europa.eu/research/participants/data/ref/h2020/wp/2014_2015/annexes/h2020-wp1415-annex-g-trl_en.pdf)

In order to be eligible, proposals must be submitted through the FundingBox Open Call management tool <https://impactedtech.fundingbox.com/>. Proposals submitted by any other means will not be evaluated.

### 3.8 Language

**English** is the official language of the Open Calls. The proposal must be in English in all its mandatory parts as indicated in the Open Call management tool in order to be eligible. If the mandatory parts of the proposal are in any other language, the entire proposal will not be eligible. If only non-mandatory parts (as indicated in the Application Form) of a proposal are submitted in a language different from English, those parts will not be evaluated but the proposal will remain eligible.

### 3.9 Multiple Submissions

Only one proposal per applicant can be submitted to IMPACT EdTech in this open call. If more than one proposal per applicant is identified, only the first proposal which has been submitted in order of time will be evaluated.

### 3.10 Completeness of the application

All sections of the application form, including the Ethics Self-Assessment must be completed. Proposals without the Ethics Self-Assessment will not be evaluated.

The data provided should be actual, true and complete and should allow assessment of the proposal.

### 3.11 Deadline

Proposals must be submitted before the Deadline. The call will be open between July 3<sup>rd</sup>, 2020, 10:00 CEST and September 3<sup>rd</sup>, 2020, 13:00 CEST. Applications must be submitted by the closing time and date of the open call. The time recorded by the FundingBox Platform, as submission time of the proposal, will be the official one. Late proposals will not be admitted.

### 3.12 Conflict of interest

Applicants shall not have any actual or potential conflict of interest with the

selection process as well as with the Consortium partners. If the applicant is aware of any such conflict, it must notify it in the application form (see section 2 "Project"). A conflict of interest generally refers to a situation where impartial and objective exercise of the functions by a person involved in the evaluation, selection or decision process is compromised for reasons involving: family, emotional life or political or national affinity or economic interest or any other direct or indirect personal interest. Relevant personal interest may be of a financial or non-financial nature and it may concern a personal or family relationship, or professional affiliations (including additional employment or "outside" appointments or former employment or appointments). Not only actual independence but also the perception of independence shall be considered.

All cases of actual or potential conflict of interest will be assessed on a case by case basis and may lead to the application being refused.

Consortium partners, their affiliated entities, employees and permanent collaborators cannot take part in this IMPACT EdTech acceleration programme.

### 3.13 Other

- Applicant is not under liquidation or is not an enterprise under difficulty according to the Commission Regulation No 651/2014, art. 2.18;
- Applicant's Solution is based on their original works and going forward any planned developments are free from third party rights, or they are clearly stated;
- Applicant is not excluded from the possibility of obtaining EU funding under the provisions of both national and EU law, or by a decision of both national or EU authority;
- Applicant confirmed all statements embodied in the section "Processing of Personal Data" of the Application Form, included as Annex 1 at the end of this document, considering the ethical issues that might arise concerning the gathering of personal data during the application process.



## 4. Preparation and submission of the proposals

Proposals have to be submitted through the FundingBox online platform <https://impactedtech.fundingbox.com/> which can be accessed via the IMPACT EdTech website <https://www.impacttech.eu/>. Applications submitted by any other means will not be considered for funding.

All applicants will be asked to acknowledge the Informed consent form – in order to submit the full application.

The proposals – submitted through the online platform – will include the following sections:

### Detailed Application Form

- Legal and contact info
- Project Description
- EXCELLENCE
- IMPACT
- IMPLEMENTATION
- ETHICS SELF-ASSESSMENT
- Statistical section (optional)
- Informed Consent Form
- Processing of personal data information clause

Additional material, which has not been included and specifically requested in the online application form, will not be considered for the evaluation of the proposals. Data not included in the proposal will not be taken into account. The consortium will keep all provided data confidential.

The Applicants are strongly encouraged not to wait until the last minute to submit the proposal. Failure of meeting the submission deadline for any reason, including extenuating circumstances, will result in the rejection of the proposal. The applicants are solely responsible for verifying the completeness of the form. Data not included in the form will not be taken into account during proposal evaluation regardless of the reason for it not being included.

## Ethics Self-Assessment

In addition, each applicant must complete the section on Ethical Self-Assessment. The adequacy of the approach towards protection of personal data (GDPR compliance) and other ethics issues (rights of children and vulnerable groups, gender, diversity) will be evaluated and considered in the consensus meeting. The Ethics Self-Assessment will allow the selection committee to quickly flag and take into consideration any ethical issues that the proposed solution might raise. In case of significant ethical concerns raised, the application might not be allowed to enter the programme even if it meets the other criteria needed.

## 5. Summary of the evaluation process

The evaluation will be transparent, fair and ensure equal treatment of all applications.

The evaluation procedure includes the following steps (Figure 1):

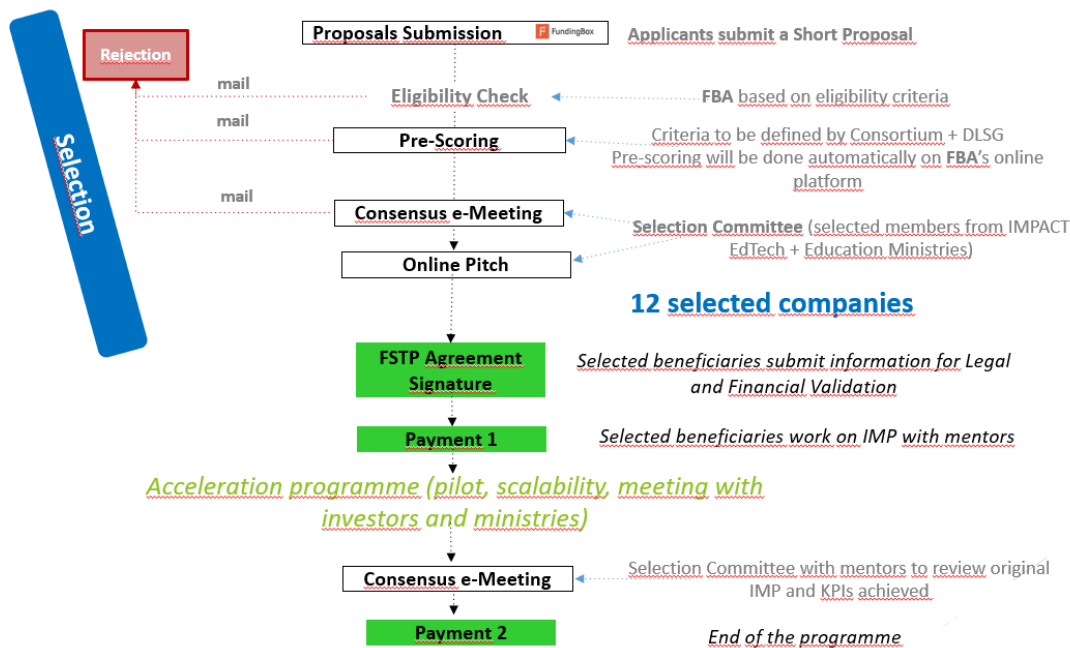


Figure 1: IMPACT EdTech Evaluation Process

### 5.1 Proposals Reception

Proposals will be submitted through the official application form: <https://impactedtech.fundingbox.com/>.

Upon receipt of each proposal, the system will send an Acknowledgment of receipt to the proposer.

### 5.2. Eligibility Check

In order to be eligible for evaluation, applications will be checked for compliance with the following eligibility criteria:

- Type of activity (as described in (3.3) above)
- Type of applicants (as described in (3.1) above)

- Established in 'Eligible Countries' (as described in (3.2) above)
- TRL level (as described in (3.4) above)
- English-language.
- Team: two full-time members with complementary business (sales and financial), pedagogical (experience in the educational field, not necessarily teaching) and technical (technology development) skills.
- IPR: Applicants must be free to exploit and commercialize the solution they propose in their application, therefore they must hold the IPR of the solution.
- Submission through the Open Call official application form: <https://impactedtech.fundingbox.com>.
- Completeness of the application. All sections of the application form, including the Ethics Self-Assessment must be completed. Proposals not submitting an Ethics Self-Assessment will not be evaluated.
- Deadline. Proposals need to be submitted before the deadline. Applications must be submitted by the closing time and date of the open call. The time recorded by the FundingBox Platform, as submission time of the proposal, will be the official one. Late proposals will not be admitted.
- Absence of conflict of interest.

**Output:** Eligible Applicants List.

**Communication to participants:** an automatic communication will be sent to the eliminated proposals after the eligibility check. An individual communication will be sent to all participants passing the eligibility check.

## 5.3 Pre-scoring

Eligible proposals will then be automatically scored by the FundingBox System according to the following criteria, scoring up to 105 points as follows:

- **Team** including proven experience in the target market and size (29% Weight / up to 30 points):
  - Average years of experience in the target market. Based on "the higher number of years, the best" (up to 20 points)
  - Full-time members part of the company. Based on "the higher number of members, the best" (up to 10 points)
- **Business**, including traction and investment (29% Weight / up to 30 points)

- Learners that have used and/or tested the solution. Based on “the higher number of users, the best” (up to 20 points)
- Percentage of equity owned by founders. Based on “the higher percentage, the best” (up to 10 points)
- **Capacity to address schools’ needs in remote and blended learning contexts** (62% Weight / up to 65 points):
  - Agreements already signed with schools. Based on “the higher number of agreements, the best” (up to 20 points)
  - Co-design of the solution with teachers and or learners (up to 25 points)
  - Relevance of the solution regarding face to face and emergency remote learning contexts (up to 20 points)

Each applicant will select the option that best describes the characteristics of its project in relation to each criterion. In total, applicants can get up to 105 points. Each applicant must confirm that he/she has not made false declarations in supplying the information required, as a condition of participation in the Open Call.

**Output:** Ranked List of Applicants.

## 5.4 Consensus meeting

The ‘Selection Committee’ formed by the consortium partners will decide by consensus the best proposals based on the ranking obtained as result of the Pre-Scoring, the ‘List of finalists’. The exact number of proposals approved will be decided based on the overall quality of the proposals and fitting of the proposals with the **IMPACT EdTech project’s overall objectives and the specific challenges of the current open call**. The Consensus meeting will be attended by the Selection Committee composed by the IMPACT EdTech project partners, including three ministry of education representatives selected from EUN’s network.

The Selection Committee will consider the following criteria:

- **Excellence:** applicants will be assessed by the description of the problem, the needs and objectives addressed by the solution, as well as the educational approach and its relatedness to the challenges faced by schools when having to implement remote schooling.
- **Impact:** applicants have to demonstrate the market potential of the

solution proposed, the business model and commercial strategy.

- **Implementation:** applicants will be assessed by the capability of the team to execute the solution proposed
- **Strategic fit with IMPACT EdTech overall objectives and current Open Call:** applicants have to demonstrate to what extent the proposed EdTech solution is able to support schools in sustaining educational activities during remote and blended learning contexts (analysis of the pedagogical approach and challenge targeted).

During the Consensus Meeting the IMPACT EdTech Selection Team partners, by consensus, will decide the best proposals to be invited to the Online Jury Day. Proposals will be ranked according to the score obtained and at least 55 top applications will be reviewed in the Consensus Meeting. Ties will be solved using the following process, in order:

- Highest score obtained in the questions allocated to the Impact Section,
- Highest score obtained in the questions allocated to the Excellence Section,
- Highest score obtained in the questions allocated to the Implementation Section.

The selection of the 25 finalists will be decided by consensus of the three IMPACT EdTech partners, based on the pre-scoring results, and the criteria mentioned above.

**Output:** List of up to 25 finalists invited to participate in the online IMPACT EdTech Remote Schooling Jury Day.

**Communication to participants:** The invitation email with the link and instruction on how to participate will be sent.

## 5.5 Jury Day

Finalists will be invited to an online Jury Day, where they will have the opportunity to pitch their projects.

One week before the event, the finalists will be requested to submit a 5-minutes video pitch for the attention of the Selection Committee.

During the Jury Day, the '**Selection Committee**' composed by the consortium members will undertake the final evaluation of the List of final beneficiaries taking into account the following 'Awarding criteria':

- Business model soundness
- Quality of the team
- Potential of wide uptake
- Educational value and potential to provide support to teachers and/or learners in remote schooling

In addition, for those solutions addressing inclusive education, the benefits for students with special needs will also be considered.

The 'Selection Committee' will decide by majority vote (two thirds of all members) the 'Provisional List of Beneficiaries', and 'Reserve List'. External experts (i.e., mentors, DLSG members, the chair of the Ethics Committee or Ministry of Education representatives) can be invited to participate in some of the Selection Committee meetings as advisors, but with no voting rights. The exact number of proposals approved will be decided based on the overall quality of the proposals.

The Selection Committee will select the "Provisional List of Beneficiaries" by consensus. A "Reserve List" will be built out of the excluded applications. Start-ups/SMEs listed on the list of beneficiaries will undergo a final formal verification and undersign the Sub-grants Agreement (SGA). Companies who refuse to sign the SGA or will not fulfil the formal requirements prior to signing it will be excluded and substituted by the next in rank on the Reserve List. The applicants who will pass a Formal Check and will sign the SGA will be declared Beneficiaries of the Impact EdTech 'Remote Schooling' Open Call and will be invited to Bootcamp organised in October 2020 (Madrid, Spain) to kick off the IMPACT EdTech Remote Schooling Acceleration Programme.

## 5.6 Open Call and Selection Process Schedule

*Table 1: Open Call and Selection Process Schedule*

<i>Phase</i>	<i>Time</i>	<i>Approximate Date</i>	<i>Pass to the next phase</i>
<b>Eligibility Check</b>	1 week	<b>September 2020</b>	100+
<b>Pre-scoring</b>	1 week	<b>September 2020</b>	Up to 110
<b>Consensus Meeting</b>	1 day	<b>September 2020</b>	Up to 25
<b>Jury Day</b>	1 day	<b>September 2020</b>	Up to 12

## 5.7 Sub Grant agreement set-up process: formal check

To sign the Sub Grant Agreement with the IMPACT EdTech Consortium, the Applicants will be checked against the fulfilment of the formal requirements. The Applicants included in the 'Provisional List of Finalists' will have to provide all documentation required to prove their compliance with the Eligibility Criteria described in Section 3. More specifically, the following documentation will have to be provided:

### Status information of the beneficiaries:

- SMEs checklist. In the event they declare being non-autonomous: the balance sheet and profit and loss account (with annexes) for the last period for upstream and downstream organizations.
- Financial information. It includes the headcount (AWU), balance, profit & loss accounts of the latest closed financial year and the relation, upstream and downstream, of any linked or partner company.
- Legal existence. Company Register, Official Journal or similar, showing the name of the organisation, the legal address and registration number and, if applicable, a copy of a document proving VAT registration (in case the VAT number does not show on the registration extract or its equivalent).
- In cases where either the number of employees or the ownership is not clearly identified: any other supporting documents which demonstrate headcount and ownership such as payroll details, annual reports, national regional, association records, etc.
- Bank identification form
- Information about participation in other acceleration programmes and another H2020 grants received
- Non overlap with other acceleration programmes:
  - Applicants will have to take into account that they should not take part in another Incubation / Acceleration programme, or other innovation programme that include mentoring and services (see description of IMPACT EdTech services in SECTION 6.1) while participating in the IMPACT EdTech programme. All possible overlapping cases will be assessed one by one.
  - Moreover, applicants cannot benefit from more than one IMPACT



EdTech Incubation/Acceleration or Acceleration cycle over the course of the project (September 2020 to July 2022). The same start-up/SME can apply to more than one IMPACT EdTech Open Call, however, if selected as a beneficiary once, the start-up/SME will have to choose whether they accept to be a beneficiary, or refuse it in order to stay in the running for the other Open Call. This will be the case even if applying with a different solution to two different Open Calls launched by IMPACT EdTech.

The documentation will have to be provided within the deadlines communicated by the FSTP Coordinator (FundingBox). In case the requested information is not provided in time without clear and reasonable justification, this will directly end the 'Sub-grant Agreement' setup process and projects inside the 'Reserve List' will substitute the failing applicants inside the "Provisional List of beneficiaries" in order of ranking. Once all the formalities are implemented, the Consortium (represented by its project partner FundingBox) will sign the 'IMPACT EdTech Sub-grant Agreement' with the final beneficiaries. The applicants who sign the SGA will be declared beneficiaries of the Remote Schooling IMPACT EdTech Open Call.

## 6. IMPACT EdTech Acceleration programme

### **Duration: 5 months**

All selected start-ups (up to 12) will be provided with **Common Go-To-Market Activities**. Selected solutions will be fast-tracked to participate in an acceleration programme focused on:

- Facilitating the piloting of selected solutions in school educational settings (three teachers from three different countries);
- Organisation of Bootcamp, potentially together with the bootcamp with the first batch of IMPACT EdTech Trials, due to the proximity of dates. The bootcamp will consist of 3-days intensive training camp held in Madrid and focused on go to market and “Remote Schooling EdTech solutions” testing pathways, Start-ups/SMEs will be supported in developing their ‘Exploitation Strategy’, addressing aspects such as: (i) commercial application for the first time user of the technology with cost-benefit and ROI analysis, (ii) new technology development with guidelines to identify potential users / user groups of the technology, their capabilities and needs; (iii) Recommendations on the path for commercializing the developed technologies.
- Mentoring sessions:
  - Business mentoring: Selected start-ups/SMEs will have Follow-Up Mentoring sessions targeted at systematically and comprehensively strengthening their business model, founder, product and market fit, and overall strategy in piloting with schools. Follow up mentoring sessions will be complemented by Specialised Mentoring Sessions to address specific business needs.
  - Targeted mentoring sessions for analysing the scalability of accelerated solutions, as we studied the special needs of the selected start-ups, we understand it'd be of crucial importance to introduce companies to B2G experts in relevant industries, the connection will help link them closer with the market and fast track the scalability of the solution.
  - Educational mentoring: Along 5 months the assigned

educational mentor will provide online mentoring and support to the development teams.).

- Go-To-Market Piloting:

Each selected solution will be tested by teachers and practitioners from three different EU countries in real educational environments. Piloting will be organised for all selected solutions in order to collect feedback on their pedagogical implementation in real educational environments. Pilots will begin with an intensive workshop/ online training session for teachers where they will be trained on the classroom implementation of the selected solutions; educational mentors will participate in order to assist EUN in the delivery of the most relevant training programme for teachers.

- Online session/webinar to present the results of the pilots
- Fast-track to fundraising

Introducing the project to investors, scheduling start-up-investors meetings and support in closing funding agreements, among others. Introducing the project to corporates through own organized events and DLSG members' and third-party events and support them in closing MoUs (Memorandum of Understanding) with corporations. Supporting companies to design, set up and launch equity crowd funding campaigns to raise investment from the crowd through platforms like Invesdor, Crowd Angel or Our Crowd.

- 1-1 sessions understand funding needs, 12 sessions of fundraising and investor matching.
- customised introduction to the most appropriate investor in the network.
- fundraising strategy.
- pitch revision hand in hand with the start-ups.
- Meetings with policy-makers (Ministry of Education representatives) to discuss potential scalability.

## 6.1 Pilot Pathways

In the Acceleration Programme, each EdTech Trial will follow a pilot pathway which will allow direct access to end user representatives from school educational establishments. Each school education solution will be tested by teachers and practitioners from three different EU countries in real educational environments, either via:

- **Type A1: Implementation pilots** – those solutions requiring minimum training for the teachers and thus can go directly to a short-cycle piloting will be piloted directly by teachers (three teachers from three different countries per solutions); or
- **Type A2: Teachers' co-creation** - those solutions requiring intensive training for teachers or longer piloting cycles will include an intensive evaluation and co-creation process with three educators with sound pedagogical background to incorporate additional pedagogical feedback in the MVP design.

In addition to the pilots, start-ups/ SMEs will continue to benefit from professional business and educational mentorship, provided via a vouchers scheme.

## 6.2 Financial support

The financial support is as follows: a fixed lump sum of €110,000 per EdTech Trial, including up to €20,000 of voucher-based business & educational expertise and specialised resources.

## 6.3 Payment Conditions

With respect to simplicity and transparency, the Financial Support will be paid in the form of lump sum, paid against presentation and approval of specific Deliverables at each sub-stage of the acceleration programme and in accordance with achieving the targets (deliverables and KPIs) established in the 'Individual Mentoring Plan' annexed to the IMPACT EdTech SubGrant Agreement and based on the results of the Interim Reviews.

### Interim reviews

A Mentoring Committee, formed by business and educational mentors, will evaluate the selected EdTech Trials performance, according with the following criteria:

- Deliverables quality
- Business performance indicators
- Technical (educational) performance indicators
- Deadline Compliance

The payments will be done once the sub-grant deliverables are validated by the

Mentoring Committee and accepted by the Selection Committee (formed by one member of each IMPACT EdTech consortium partner, with the possible participation of external experts as advisors). This would imply that the IMPACT EdTech consortium will provide the financial support to the sub-grant beneficiaries upon delivery of the expected output.

The final sub-grant beneficiaries will receive the funding as follows:

- 50% of fixed lump sum, after setup of the Proof-of-Market framework and update of the Individual Mentoring Plan for this stage and acceptance by the Selection Committee. Part of this sum will be retained to pay for the services under the form of vouchers and will be agreed in the Individual mentoring plan. **If the Individual Mentoring plan of a given beneficiary requires voucher-based services for a value below the maximum established for this stage, the remaining amount will be added to the second payment of the fixed lump sum.**
- 50% of fixed lump sum after the successful conclusion of the sub-grant deliverables and KPIs established for this stage, their validation by the Mentoring Committee and acceptance by the Selection Committee.

Once the payments to each EdTech Trial are accepted by the 'Selection Committee' according with the Interim Reviews Process described before, FundingBox, on behalf of the consortium, will make payments to the EdTech beneficiaries.

## 6.4 Performance monitoring of sub-grant beneficiaries

An exhaustive 'Review Meetings' schedule will be implemented in order to validate and do a proper follow-up of the project performance and to approve the related payment. The review will be carried out by the Mentoring Committee and the Selection Committee following the steps detailed in Section 6.3 linked to Payment Conditions. Sub-grant beneficiaries passing the threshold established to each criterion will receive the corresponding tranche of payments.

The 'Mentoring Committee' will evaluate the EdTech Trials performance when reviewing the milestones, according with the following criteria:

- Deliverables quality. To be scored by the Mentors based on the Deliverables established in the Individual Mentoring Plan.
- Business performance indicators. To be scored by the Business Mentors

based on the KPIs established in the Individual Mentoring Plan

- Technical (educational) performance indicators. To be scored by the Educational Mentors based on the KPIs established in the Individual Mentoring Plan
- Deadline Compliance. To be scored by the Mentors.

Each criterion will be scored from 0 to 10 and the weight of each one of these criteria, in the final score, will be as follow:

- Deliverable quality (30%).
- Technical (educational) performance indicators (30%).
- Business performance indicators (30%).
- Deadline Compliance (10%).

According with this final score:

- Beneficiaries over the threshold (7 points) will successfully receive the next payment and be candidate to continue in the program.
- Beneficiaries under the threshold - those beneficiaries which haven't reached the threshold will be reviewed by the 'Selection Committee' who will take the final decision taking into account all possible objective reasons for underperformance (i.e. external factors which might have influenced the beneficiaries' performance). Those not passing this examination will not receive the next payment and will be invited to leave the programme.

## 6.5 Services offered during the IMPACT EdTech Programme

A voucher mechanism will be articulated to provide further support to EdTech Trials at technical (pedagogical) and business level, providing access to expert resources from a pool of pre-validated experts and collaborating institutions. There will be four types of services that the EdTech Trials can receive. A detailed explanation of the services to be provided is described below.

### Vouchers

All the EdTech Trials taking part in this Stage will receive up to €20,000 in business and educational mentoring support services. Start-ups/SMEs will receive different resources and services for the different pilot solutions.

- Business mentoring
  - Testing Roadmap - 2 follow-up sessions per month
  - Go-To-Market Deliverables - Specialized sessions (i.e. technical issues, legal issues) scheduled depending on needs established in each IMP.
- Educational mentoring (2 sessions per month): Digital learning & education consultancy services such as:
  - Pedagogical assessment of concept and/or pilot outcomes.
  - Impact Assessment of concept and/or pilot outcomes.
  - Review of Learning Content (i.e. Curriculum Outline, Lesson Plans, mockup, Teaching Unit...).
  - Review of User Guidelines.
  - Rollout planning
- Practitioners' testing of EdTech MVPs, which may include:
  - Filling out specific questionnaires designed for the validation/ Participation in online focus groups
  - Participation in training to familiarise themselves with the prototype
  - Application and use of prototype in their classes
  - Reporting of the process, and participation in webinars/online meetings
- Access to school facilities (pilot organisation support by the school / administrative team)

# 7. Communication with applicants

## 7.1 General communication procedure

After each step of the evaluation process, applicants will be informed whether or not they have passed to the next phase. A communication will be sent to applicants eliminated, including the reasons for the exclusion.

## 7.2 Complaints procedure

If, at any stage of the evaluation process, an applicant considers that a mistake has been made or that the Evaluators have acted unfairly or have failed to comply with the rules of Impact EdTech Open Call, and that her/his interests have been prejudiced as a result, the following complaint procedures are available:

A complaint should be formulated in English and submitted by email to: [impactedtech@fundingbox.com](mailto:impactedtech@fundingbox.com).

Any complaint should include:

- contact details (including postal and e-mail address),
- the subject of the complaint,
- information and evidence regarding the alleged breach.

Anonymous complaints will not be accepted.

Complaints should be submitted within seven (calendar) days of the applicant becoming aware of the grounds for a complaint.

As a general rule, the IMPACT EdTech Team will investigate complaints aiming to make a decision (either issuing a formal notice or closing the case) within no more than seven calendar days from the date of the complaint reception, provided that all required information has been submitted by the complainer.

Where this time limit is exceeded, the IMPACT EdTech Team will inform the complainer by email about the extension.

## 7.3 Obligations of SubGrant Beneficiaries

Each selected Applicant will sign the 'IMPACT EdTech SubGrant Agreement' with FBA, representing the IMPACT EdTech consortium. The funds awarded under the



SubGrant Agreement are provided directly from the funds of the European Project IMPACT EdTech, and the Impact EdTech consortium is managing the funds according to the Grant Agreement Number 871275 signed with the European Commission.

The 'IMPACT EdTech SubGrant Agreement' will include a set of obligations that the SubGrant beneficiaries have towards the European Commission and the Impact EdTech consortium partners. It is the task of the SubGrant beneficiaries to comply with these obligations and of the IMPACT EdTech consortium partners to inform the SubGrant beneficiaries about them.

## 7.4 Support to applicants

For further information and questions on the open call, the eligibility rules, the evaluation or the information provided in the online proposal template please send an email to [contact@impactedtech.eu](mailto:contact@impactedtech.eu)

In case of technical issues with the online proposal submission platform and the proposal template, please contact the Technical Helpdesk by sending an email to [contact@impactedtech.eu](mailto:contact@impactedtech.eu) or by submitting a request through the online forum <https://spaces.fundingbox.com/c/community-Impact-edtech> #TECH\_HELPDESK.

When contacting the Technical Helpdesk, please include the following:

- Your username, telephone number and email address;
- Detailed description of the specific problem (error messages appeared, bugs in the online application form (e.g. drop-down menu is not working, etc.);
- If possible, screenshots of the problem.

## 8. Intellectual property rights

### 8.1 Originality of the sub-granted projects

The applicants base their proposals on original works and any planned developments are free from third party rights, or they are clearly stated. The IMPACT EdTech consortium is not obliged to verify the authenticity of the ownership of the future products and services and any issues arising from third party claims regarding ownership are the sole responsibility of the sub-granted parties.

### 8.2 Ownership of the sub-granted projects results

The ownership of all IPR created by the Beneficiaries, via the IMPACT EdTech funding, will remain with them. Results are owned by the Party that generates them. An agreement will introduce provisions concerning joint ownership of the results of the sub-granted projects. It will be assessed and negotiated case by case.

### 8.3 IPR and obligations of the Beneficiaries

There are no IPR obligations toward the European Commission (EC). Yet, any communication or publication of the Beneficiaries shall clearly indicate that the project has received funding from the European Union and the IMPACT EdTech acceleration programme, therefore displaying the EU and IMPACT EdTech logo on all printed and digital material, including websites and press releases. Moreover, beneficiaries will agree that certain information regarding the projects selected for funding (company name and country, logo and brief description of the project), can be used by IMPACT EdTech for communication purposes.

## 9. Applicable Law

Any matters not covered by this Guide for Applicants will be governed by Polish law, in particular the provisions of the Polish Civil Code and the laws of the European Union.

# Annex I

## INFORMATION CLAUSE: IMPACT EdTech Remote Schooling Open Call

### CONTROLLER`S IDENTITY AND CONTACT DETAILS

The data controller is FundingBox Accelerator sp. z.o.o. (Al. Jerozolimskie 136, 02-305 Warsaw, Poland).

In all matters regarding personal data, you can contact us using the following email address: [privacy@fundingbox.com](mailto:privacy@fundingbox.com)

### PROCESSING OBJECTIVES, LEGAL BASIS AND RETENTION

The purpose of processing	Legal basis for processing	Period
To run an Open Call and collect data necessary to evaluate applications submitted in the IMPACT EdTech Remote Schooling Open Call	The legal basis for processing is the indispensability to implement the legally justified interest of the data controller, consisting in fulfilling the obligations laid down in the Grant Agreement (Article 6 paragraph 1 point (f) of GDPR) in this respect.	6 years from the end of the year in which the Project ended
To achieve the IMPACT EdTech Project goals described in the Grant Agreement (communication, reporting, collaborating with other IMPACT EdTech Project partners)	The legal basis for processing is indispensability to implement the legally justified interest of the data controller, consisting in effectively participating in the IMPACT EdTech Project and fulfilling the obligations laid down in the Grant Agreement (Article 6 paragraph 1 point (f) of GDPR) in this respect.	6 years from the end of the year in which the Project ended
Consideration of potential complaints.	The legal basis for processing is indispensability to implement the legitimate interest of the data controller, which consists in fulfilling the obligations laid down in the Grant Agreement (Article 6 paragraph 1 (f) of GDPR).	6 years from the end of the year in which the Project ended

In order to possibly establish and enforce claims or defend against them	The legal basis of the processing is the legitimate interest of the data controller consisting in the protection of its rights (Article 6 paragraph 1 point (f) of GDPR) in this respect.	6 years from the end of the year in which the Project ended
<b>In case your application will be selected to participate in the next stage of IMPACT EdTech Project:</b>		
For the implementation of contracts for co-financing concluded by Data controller, EC and other IMPACT EdTech Project partners.	The legal basis for processing is the indispensability to implement the legally justified interest of the data controller, consisting in fulfilling the obligations laid down in the Grant Agreement (Article 6 paragraph 1 point (f) of GDPR) in this respect.	6 years from the end of the year in which the Project ended

## DATA RECEIVERS

Data controller will transfer personal data only to trusted recipients such as entities belonging to the FundingBoxs' capital group, evaluators, IT service providers, accountants, law firms, postal and courier companies (who process personal data on the controller's behalf).

To implement the IMPACT EdTech Project, data will be transferred also to Project Partners (complete list of the IMPACT EdTech Project partners is available at the email address: [privacy@fundingbox.com](mailto:privacy@fundingbox.com)), European Commission and other affiliated entities.

## YOUR RIGHTS

Due to the fact that we process your personal data, you have the right to:

1. request access to your personal data,
2. demand the rectification of their personal data,
3. request to remove or limit the processing of your personal data,
4. data portability with respect to the personal data that you have provided to the controller,
5. complain with the supervisory authority (The President of the Personal Data Protection Office, Warsaw, Poland).

You also have a right to object to the processing of your personal data (according to Article 21 of GDPR).

## **INFORMATION ABOUT VOLUNTARY OR OBLIGATORY DATA PROVISION**

Providing the data is voluntary, however necessary to participate in the IMPACT EdTech 'Remote Schooling' Open Call. Without providing your data, it is not possible to contact you and evaluate the application.

# Annex II

## Declaration of honour

The statements below will be included prior to the online application form.

### **Declaration of honour on exclusion criteria and absence of conflict of interest:**

As a representative of the SME submitting this proposal, I declare:

a) that the entity that I represent:

1. is not bankrupt or being wound up, nor having its affairs administered by the courts or has entered into an arrangement with creditors or has suspended business activities or is the subject of proceedings concerning those matters, or is in any analogous situation arising from a similar procedure provided for in national legislation or regulations;
2. have been not convicted of an offence concerning their professional conduct by a judgment which has the force of res judicata;
3. has not been guilty of grave professional misconduct proven by any means which the contracting authority can justify including by decisions of the European Investment Bank and international organisations;
4. complies with its obligations relating to the payment of social security contributions or the payment of taxes in accordance with the legal provisions of the country in which it is established or with those of the country of the contracting authority or those of the country where the contract is to be performed;
5. or persons having powers of representation, decision making or control over it have been the subject of a judgment which has the force of res judicata for fraud, corruption, involvement in a criminal organisation or any other illegal activity, where such illegal activity is detrimental to the Union's financial interests;
6. is not subject to an administrative penalty for being guilty of misrepresenting the information required by the contracting authority as a condition of participation in a grant award procedure or another procurement procedure or failing to supply this information, or having been declared to be in serious breach of its obligations under contracts or

grants covered by the Union's budget;

7. is not subject to a conflict of interest;
8. is not affiliated to any of the IMPACT EdTech consortium partners;
9. is not submitting any other proposal to this same Open Call (Remote Schooling IMPACT EdTech Open Call);
10. has not made false declarations in supplying the information required, as a condition of participation in the Open Call or does not fail to supply this information.

b) that the natural persons with power of representation, decision-making or control over the above-mentioned SME are not in the situations referred to in 2 and 5 above;

c) that the SME that I represent:

- is committed to participate in the above mentioned project;
- understands that participation in IMPACT EdTech is incompatible with contemporary participation in any other Training programme;
- has stable and sufficient sources of funding to maintain its activity throughout its participation in the above-mentioned project and to provide any necessary counterpart funding;
- has or will have the necessary resources as and when needed to carry out its involvement in the above-mentioned project.

d) on top of that I confirm that:

- I have read and understood the information provided in the Open Call package (Guide for Applicants and FAQ).
- I have been given the opportunity to ask questions about the project and my participation via **contact@impactedtech.eu**.
- I understand that I can withdraw at any time without giving reasons and that I will not be penalized for withdrawing nor will I be questioned on why I have withdrawn.
- The procedures regarding confidentiality have been clearly explained (e.g. use of names, anonymisation of data, etc.) to me.
- I undertake to inform the IMPACT EdTech Team, immediately, if after the date of submission until the end of the evaluation process, any of the



exclusion of conflict of interest causes will arise.

By ticking the box below, I confirm that I have read and understood that:

- I voluntarily agree to be registered at IMPACT EdTech Community at <https://spaces.fundingbox.com/c/community-Impact-edtech> and I understand that I can delete my profile from the above-mentioned Community by informing the IMPACT EdTech Team via [privacy@fundingbox.com](mailto:privacy@fundingbox.com)