

Request for Proposal (RfP)

Manufacturing Venture Building Programme 2024

April 2024, France

Deadline for offer submission 15th of May 2024, by 12:00 pm (CEST)

1. Context

EIT Manufacturing (EITM) is focused on promoting entrepreneurship, innovation, and education in the domain of Manufacturing. EIT Manufacturing brings together leading organisations along the entire value chain from smaller companies to larger industry, renowned academic and research institutions, as well as public sector organisations, to promote the transformation of manufacturing towards the digital economy, the circular economy and the decarbonization of industry by removing barriers to innovation, promoting talent and education, leveraging, and enabling technologies and exploiting big data.

EIT Manufacturing's strategy is designed to ensure that European industry can continuously innovate and is prepared to meet the ongoing green and digital transitions. EIT Manufacturing is an association under the law 1901 created in 2019. Along with the EIT Manufacturing there are 8 (eight) other Knowledge and Innovation Communities (KICs) with the aim to lead the action and create services across Europe, improving the competitiveness of European companies.

About the Venture Building Programme

The Venture Building Programme is an important project within our framework to validate and support early-stage start-ups with innovative technologies. EIT Manufacturing's goal is to create the strongest Venture Building for industrial B2B start-ups in Europe.

Participating start-ups of the Venture Building Programme will benefit from dedicated support services provided by EIT Manufacturing and its partners. The start-ups successfully fulfilling the Venture Building Programme will also be evaluated to potentially receive investment of **100,000.00 EUR on average¹ per start-up** through Fast Track mechanism within EITM Accelerate 2024 call.

The virtual venture building and acceleration programme is designed for industrial start-ups, with suppliers providing services such as, but not limited to:

- expert workshops and mentoring on market and investment readiness;
- networking and pitching events;

¹ The funding within Accelerate 2024 call is between 80,000 EUR and 500,000 EUR, however due to the stage of the maturity of the start-ups within the Venture Building programme it is expected that the funding will be €100,000 on average per start-up.

- targeted introductions to potential corporate customers or investors provided by the programme partners (suppliers).

Participating start-ups will also gain access to EIT Manufacturing's pan-European innovation network and gain visibility and international publicity through EIT Manufacturing's and partners' (suppliers') communication channels.

The focus of delivering Venture Building expertise should be country specific: preferably, applicants from France, Germany, Sweden, and the UK focus on investment readiness package, while applicants from Austria, Italy, the Netherlands, and Spain should focus on market readiness and corporate connections.

In summary, the objective of the Programme is to launch the next generation of European high-growth industrial business. 4 European venture building and/or acceleration programmes will address together with EIT Manufacturing **the needs of young entrepreneurial teams, academic spinoffs, and start-ups (< 3 years old).**

2. Description of the Services

EIT Manufacturing is looking for European venture building and/or business acceleration organisations that will provide services to develop and deliver the Venture Building Programme 2024 and support the growth of 20 industrial start-ups.

The services shall be structured to provide hands-on support to selected start-ups with a duration of at least 3 months focusing on the following: (1) Market readiness and (2) Investment readiness, see details of deliverables in section 3.

The required services need to be provided by up to four (4) different suppliers with focus on the geographies listed in Section 6.

Tenderers will be asked to select one work package from the two main work packages as follows:

- Package 1 including Market readiness
- Package 2 including Investment readiness

EITM has allocated a total budget of **100,000.00 EUR** for this RfP. This sum will be apportioned among a maximum of 4 suppliers selected via the Bid process. EITM hereby reserves the prerogative to award contracts of different values to bidder's contingent upon the received proposals, while maintaining strict adherence to the maximum total value of this RfP, set at 100,000 EUR. Furthermore, it is explicitly stated that EITM is under no obligation to procure goods or services up to the maximum amount outlined in this RfP.

The full list of topics within the packages are provided in section 4 of this RfP. All the suppliers selected are expected to promote the call for start-ups and the Venture Building Programme, including active scouting of start-ups, and in the reporting at the end of the programme. Preferably, the selected suppliers should provide either the Market readiness package or the Investment readiness package, while also some suppliers can only focus on networking events and introductions to corporates or investors.

As the programme should be run by organisations which have strong expertise and capabilities similar to venture builders or accelerators, preference will be given to tenderers with experience in the previous edition of the Venture Building Programme 2023 and/or tenderers with their own funding programme for start-ups or existing investor networks that could provide matched funding with any eventual EIT Manufacturing funding for selected industrial start-ups.

The activities performed shall include scouting for relevant startups (technologies, patents, entrepreneurs), delivering value-adding venture building and acceleration services and finally introducing participants to the investment assessment process.

The start-ups must be scouted in close collaboration with EITM team and according to the following EIT Manufacturing Strategic Objectives:

- Put people at the centre of manufacturing.
- Accelerate green manufacturing.
- Foster sovereignty and competitiveness.

The participating early-stage start-ups will be selected based on the following criteria:

Evaluation criteria	Solution and technology	Impact and strategic fit with EIT Manufacturing	Go-to-market strategy	Vision and Mission	Fundraising strategy
	The application presents an innovative technology-based solution with the potential of the solution to improve manufacturing.	The solution fits the strategic agenda of EIT Manufacturing.	The start-up has a plausible go-to-market strategy, with realistic growth objectives.	The team/founders have a clear vision and the skills to potentially reach it.	The start-up has a reasonable fundraising strategy, with clear and realistic aims.

3. Deliverables of the Services

The programme should last at least 3 months and support early-stage start-ups and spin offs.

The programme includes online mentoring sessions and workshops for the entire duration Start-ups can participate in online or onsite networking events organised by the suppliers, providing also pitching opportunities in front of investors and/or corporates. The suppliers should also offer visibility and international publicity through their social networks.

The selected tenderers will deliver some of the following **deliverables** according to the selected package and subpackage, among other:

- Scouting and promotion – a report on the marketing activities, social/digital media campaigns and posts, including statistics and a list of directly engaged start-ups. Each supplier should scout and must ensure that at least 5 start-up applications are submitted that fulfil the criteria set out above.
- Market readiness - report on the coaching and mentoring sessions, a business model analysis and assessment of business modelling dynamics, as well as access to market piloting actions and market readiness assessment.

- Investment Readiness – report on workshops, events, coaching and mentoring sessions, investment readiness assessment, and investor introductions per start-up.
- At the end of the programme, start-ups are expected to have a complete investor deck and sales pitch; thus, mentors and experts are expected to guide the start-ups to the creation of high-quality decks.
- Assessment Stage: the selected tenderers will cooperate and coordinate the realisation of final reports, such as on impact, mentorship report and full programme report, among others.

Specific types of activities that could be offered by tenderers include:

- Workshops and mentoring/coaching on: Market readiness (Package 1) and Investment readiness (Package 2). The workshops must be specific, providing both a theoretical and a practical approach, as well as hands-on and interactive approach. The contents of the workshops will be discussed with EITM before the presentation. The list of topics that should be covered and could be selected by the tenderers is presented in detail in Section 4.
- Coaching and mentoring, notably with defining and executing a clear business plan building as per the list in Section 4. The mentors should ideally have a minimum of 3 (three) years of direct experience in manufacturing sector or investments, to ensure the best fit possible with the start-up. The list of the mentors proposed by each supplier must be approved by EITM before the kick-off event.
- Supporting early-stage start-ups in their business development: introduction to potential corporate/SME customers, initiation of business deals and Proof of Concepts (PoCs). Onsite or online events, where the start-ups have the chance to meet or pitch in front of investors and/or corporate customers, as well as having their own booth at the events. The suppliers should also provide access to prominent networking events with manufacturing companies, SMEs, investors, and start-up support organizations, where the start-ups will have the chance to pitch in front of corporates and/or investors.
- At the end of the programme, the suppliers will cooperate with EITM to prepare an Activity Report and report per start-up outlining the progress made during the programme.

The programme provides those services in a structured way, as set out in Section 4.

Every proposal should contribute to the KPIs presented below:

Short title	Target
Supported Start-ups/Scale-ups with Venture Building Programme	20
Co-investment attracted by the start-ups with the support of the partners (suppliers)/or from the partners (suppliers) ²	At least 500,000.00 EUR
Start-up scouted that applied to the Venture Building Programme	At least 30
Introductions to investors	At least 20
Introductions to corporates	At least 20

² Please note that this KPI is not mandatory but expected. This means that the non-inclusion of this KPI in your proposal will not lead to its disqualification; however, the inclusion of the KPI will be counted as a "plus" or a differentiator when our evaluation committee assigns a score to your commercial proposal.

The above-mentioned KPIs show the total target for the programme. The KPIs will be divided per supplier, each supplier will thus have the following KPIs:

Short title	Target
Supported Start-ups/Scale-ups with Venture Building Programme	20
Co-investment attracted by the start-ups with the support of the partner (supplier)/or from the partner (supplier) ³	At least 50,000.00 EUR
Start-up scouted that applied to the Venture Building Programme	At least 8
Introductions to investors	At least 5
Introductions to corporates	At least 5

The programme will be evaluated at the end of the activity so that EIT Manufacturing can increase the success of future Venture Building programmes.

4. Tentative Timeline of the Activities

The following Table provides an indicative timeline of the subsequent modules, with proposals of topics and a proposed month for the event. Tenderers are welcome to make further proposals or modifications based on the modules within the programme.

Package 1 Market Readiness will focus on mentoring sessions. Tenderers that have been selected Package 1 will align with the start-ups and cover topics proposed in the agenda, depending on the need assessment of each start-up.

Package 2 Investment Readiness will include workshops. Tenderers that have been selected for Package 2 should align with EITM on the dates when the final sessions in the agenda will take place.

Package	Title	Type	Month
Market Readiness	<p>Sub-package 1: Market readiness assessment and support According to Start-ups' needs, the mentoring sessions could cover the following topics:</p> <ul style="list-style-type: none"> • Solution Planning: Prototyping & Product Roadmap • Business Modelling and Company Roadmap • Value proposition (+ Canvas) and main differentiation • Identify market and competition, positioning in the market, product-market-fit • Technology benchmarking / Competitor Comparison Table • Marketing and online sales • Sales team capacity assessment and planning • R&D and IP strategy 	Mentoring sessions	1-2

³ Please note that this KPI is not mandatory but expected. This means that the non-inclusion of this KPI in your proposal will not lead to its disqualification; however, the inclusion of the KPI will be counted as a "plus" or a differentiator when our evaluation committee assigns a score to your commercial proposal.

	Sub-package 2: Access to Market <ul style="list-style-type: none"> • Sales pitch mentoring • Sales pitch test with corporate/SME • Individual introductions to corporate customers and/or SMEs and/or at networking/pitching events • Pitching and/or participation at networking/pitching events for corporate introductions 	Mentoring sessions, pitching events, individual introductions	2-3
Investment Readiness	Sub-package 3: Investment readiness assessment and support <ul style="list-style-type: none"> • Lifecycle of a start-up, stage-based funding and dilution, funding instruments and models • Learning about investors and their quest • What investors are checking in introduction and due diligence • Financial modelling and planning • The main points of valuation and term-sheet • How to tackle public funding? National and European Grants, public VC funding 	Workshops, mentoring sessions	1-2
	Sub-package 4: Access to Finance <ul style="list-style-type: none"> • Investor deck mentoring • Investor pitch test with investors • Individual introductions to investors and/or at networking/pitching events • Pitching and/or participation at networking/pitching events for investor introductions 	Mentoring sessions, pitching events, individual introductions	2-3

Tenderers can select one package and one or both subpackages within the same package.

5. Timeline of the Venture Building Programme 2024

The indicative timeline for the call for proposals is as follows:

Activity	Responsible	Date
RFP opening	EIT Manufacturing	April 24th, 2024
Offer submission	Suppliers	May 15th, 2024, by 12:00 pm (CEST)
Evaluation and notification of award	EIT Manufacturing	May 17th, 2024
Standstill period for complaints	Supplier	May 22nd, 2024
Contract signature	EIT Manufacturing & selected suppliers	May 24th, 2024
Project start (Kick off meeting)	EIT Manufacturing & selected suppliers	May 27th, 2024

All offers shall be submitted within the above-mentioned deadline to the following link: <https://eit-manufacturing.prioritize.linksquares.com/new-task?token=eqfghK7TdycO3ZdVaPfVqgS5gx2LiEf2ImaueYxnGfUzCJhpKHMnJUwW1oN-KF7i>

To start your application, please follow the outlined “step-by-step”:

1. Click on the link above and then click on “Procurement - Make a request for the Legal Team related to Procurement Procedures”.
2. Fill out the Task Name with this description: “RfP Venture Building 2024”.
3. Fill out the Requestor Name with your name.
4. Fill out the Requestor E-mail with your e-mail address.
5. Leave the following fields blank since they are not mandatory: Task type, Deadline and Priority.
6. Fill in the field "Describe Task" with the message you wish to convey to our team and/or any details and comments you have regarding your proposal. If you have none, simply write the name of the RfP "RfP Venture Building 2024".
7. Click on attachments and upload your Commercial Proposal as an attachment.

After completing the above-mentioned information, click on “Submit Task” to finalize your application. Please note that you will not receive any confirmation in your e-mail. However, you should ensure that this message appears to you on the screen after submitting your proposal: “Task created successfully”.

If you have any questions, please contact us at the following email address: investments@eitmanufacturing.eu

Proposal Requirements

Proposals should include the minimum following information:

- a) Company Profile: An overview of the supplier's company and business activities.
- b) Relevant Experience: Detailed presentation of track record and experience related to the activities described in this RfP, or with EITM previously, or in the realm of the European Institute of Innovation & Technology (EIT) and/or the KICs (Knowledge Innovation Communities).
- c) Project Team: Profiles of the key people to be actively engaged from the Supplier in the implementation of the project.
- d) Price Proposed: Please provide specific and detailed pricing information in your proposal.

Suppliers are required to utilize the template provided in Annex I of this Request for Proposal (RfP) to prepare their commercial proposal. This template delineates the critical requirements and information needed for the proposal submission. Suppliers must ensure they have addressed each item outlined in both the RfP and the provided template. Failure to include any requested information may lead to disqualification of the proposal due to non-compliance with this RfP.

6. Evaluation Criteria and Award Notification

Timely received proposals submitted by the tenderers will be examined, evaluated, and compared in accordance with the following criteria and the contracts shall be awarded to the highest ranked tenderers. The decision will be made according to the “Best Value for Money” principle having into account the criteria and weight (in percentage) outlined below.

The Evaluation Committee for this RfP will assess the submitted proposals on a scale from 1 to 5, with 1 being the lowest and 5 the highest. The minimum threshold for a positive evaluation will be 15 points, in accordance with the criteria specified in the RfP and their respective weights as detailed below:

- a) Quality of the proposal and contribution towards the set KPIs, (20%)
- b) Impact and financial sustainability/Co-investments, (30%)
- c) Strategic and portfolio fit, (20%)
- d) European dimension and investor partnerships, (20%)
- e) Previous experience with EITM Venture Building Programme, (10%)

IMPORTANT: This tender is open to all entities established in the Member States (MS) of the European Union (EU), and Horizon Europe Associate Countries. The focus of delivering Venture Building expertise should be country specific: preferably, applicants from France, Germany, Sweden, and the UK focus on investment readiness package, while applicants from Austria, Italy, the Netherlands, and Spain should focus on market readiness and corporate connections. **Please be aware that due to the program's focus on top manufacturing ecosystems and locations, and the existing concentration of ecosystems and key operators in some regions —a factor beyond EITM's control—this RfP will prioritize the above-mentioned countries.**

An Evaluation Committee of at least **5 (five) people** will be established and supervised by EITM. Each bid will be evaluated and ranked according to the criteria above. The compliance with the principles of transparency, non-discrimination, equal treatment, and absence of conflict of interest will be ensured.

The successful tenders (**Up to Four different Suppliers**) and other unsuccessful tenderers will be informed in writing (via email) about the result of the award procedure. In case the winning tenderer is unable to enter the contract, EIT Manufacturing may decide to contract the supplier receiving the second highest ranking.

In duly justified cases, however, no later than 2 calendar days before the original deadline, the submission deadline can be extended. Upon request from the tenderer concerned, EIT Manufacturing will as quickly as possible, and in any event within 15 calendar days from receipt of a written request, inform:

- any unsuccessful tenderer of the reasons for the rejection of its tender, including, if this is the case, its decision that the works, supplies or services do not meet the performance or functional requirements,
- any tenderer that has made an admissible tender of the characteristics and relative advantages of the tender selected as well as the name of the successful tenderer or the parties to the awarded contract,
- any tenderer that has made an admissible tender of the conduct and progress of negotiations and dialogue with tenderers.

Information referred to above may be withheld where the release of such information would be contrary to the public interest, would prejudice the legitimate commercial interests of an economic operator, or might prejudice fair competition between economic operators. Should there be a suspicion that the provider will not be able to perform according to the price offered, EIT Manufacturing has the right to ask for explanations and may reject the tender where the evidence supplied does not satisfactorily account for the low level of price or cost proposed.

Complementary Note on the Evaluation Process:

After the initial evaluation of submitted proposals, it is possible that the potential top-ranked suppliers may be shortlisted for participation in a Pitch Session or in a set of interviews. The interviews will be tentative and could happen in the following days: 16th and 17th May 2024. It is important to emphasize that the

evaluation will be conducted in strict accordance with the criteria outlined in the published Request for Proposal (RfP).

The primary objective of the Pitch Session or Interviews is to facilitate a deeper understanding of the received proposals, provide an opportunity to elaborate on specific details, and allow the EIT Manufacturing to get to know the team of professionals better. During this session, the shortlisted suppliers will have the chance to present their proposals, clarify any questions, and discuss how your firm can best meet the needs of EIT Manufacturing.

Further details regarding the Pitch Session or Interviews, including dates and logistics, will be communicated to the shortlisted suppliers following the initial evaluation of proposals.

Disclaimer of Liability for Technical Failures:

EIT Manufacturing shall not be held liable for any technical failures, interruptions, or glitches occurring in its digital tool designated for receiving proposals in the Request for Proposals (RfP) as mentioned in the link above, irrespective of the underlying reasons. EIT Manufacturing assumes no responsibility for any loss or damage resulting from such technical issues.

Verification of Proposal Receipt:

In case of any doubt or uncertainty regarding the submission status, the supplier is obligated to take appropriate measures to confirm the receipt of their proposal, utilizing the communication channels and tools made available by EIT Manufacturing for such verification. It is the sole responsibility of the supplier to verify the successful submission and receipt of their proposal through the available means provided by EIT Manufacturing. By participating in the proposal submission process, the supplier acknowledges and accepts that EIT Manufacturing disclaims any liability related to technical failures affecting the digital tool and that the supplier is accountable for ensuring the successful transmission and receipt of their proposal.

7. Complaint procedure

Tenderers believing that they have been harmed by an error or irregularity during the award process may file a complaint respecting the mentioned deadline. Appeals shall be addressed to EIT Manufacturing **only** via the following email address procurement@eitmanufacturing.eu The tenderers have **5 (five) days** to file their complaints from the date of receipt of notification of the results.

In your application to EIT Manufacturing the complainant shall explain what procedural aspects they consider having been violated along with any recommendations or remarks. Such charges need to be supported with data and facts and, if possible, – documentation. An appeal whose sole purpose is to obtain a second evaluation for no reason other than that the complainant disagrees with the final award decision is to be rejected.

8. Negotiations and Clarifications

Negotiations can be held in the following cases:

- if it is identified that the scope of services issued by EIT Manufacturing is not detailed enough, incomplete or some areas are lacking crucial information to complete the procedure for direct awards;

- if EIT Manufacturing has the intention to reduce the offered prices to find the best value for money;
- if all submitted prices are above the planned budget and it is everyone's interest to finish the procedure with success – in that case, price negotiation can take place. During a price negotiation, all tenderers are called to lower their prices by the same deadline in a written form.

EIT Manufacturing can organize as many rounds of negotiation as it is needed during the procedure in order to reach the highest quality of proposals and the best price.

Whenever possible, the negotiations should be carried out in writing, however, in special cases, video conference or even live negotiation can be organized. EIT Manufacturing also reserves the right to invite the tenderers to an individual meeting before the final award of contract in order to clarify details and ambiguities.

In case of obvious or perceived errors or omissions in the RfP, tenderers can request additional information or clarifications by the deadline provided in the above timeframe through email procurement@eitmanufacturing.eu

Upon receipt of the bids, they will be reviewed, and additional details will be requested from the tenderers as needed. The requests as well as the answers are to be submitted written by e-mail. Where information or documentation to be submitted by tenderers is incomplete or erroneous or where specific documents are missing, EIT Manufacturing staff may request the party concerned to submit, supplement, clarify or complete the relevant information or documentation within 3 days.

Bid preparation costs are not reimbursable and must be borne by the tenderers.

EIT Manufacturing owns all bids received in this RFP. Proprietary information of vendors in the bids will be kept strictly confidential. The offers as well as the contract may be submitted for audits.

9. Contract

The final award does not yet constitute the Contract.

As stated in this RfP, EITM has allocated a total budget of **100,000 EUR** for this project. This sum will be apportioned among a maximum of 4 suppliers selected via the Bid process. EITM hereby reserves the prerogative to award contracts of different values to bidders contingent upon the received proposals, while maintaining strict adherence to the maximum total value of this RfP, set at 100,000 EUR. Furthermore, it is explicitly stated that EITM is under no obligation to procure goods or services up to the maximum amount outlined in this RfP.

Service fees do not include value-added tax (VAT), and whether VAT is included or not will be determined by the legislation in the Supplier's country. Particularly in instances of cross-border invoicing, Suppliers are required to furnish documentation demonstrating VAT deductibility or service type exemption according to local authority regulations to EIT Manufacturing's Finance Department.

The Contract will be concluded at the time of signature by the Supplier and EIT Manufacturing. The winning supplier will be sent the contract to be signed (indicating the deadline by which the signed contract should be returned to EIT Manufacturing).

The invoicing will be based on a mutually agreed schedule; it will be detailed in the contract. The contract that will be awarded will have duration of **maximum 6 (six) months** with the possibility of renewal upon EITM's request. The tenderer agrees that the total value of the contract to be signed with EIT Manufacturing for 6 months will in no way exceed the bid (the amount contained in the offer) of the tenderer.

The awarded supplier will be requested to sign Standard Contractual Clauses (SCC) if no other GDPR compliant safeguards exist, and the supplier is located in a country for which the EU commission has not issued an adequacy decision.

10. Confidentiality Obligation

All information, whether written or oral, exchanged between the parties involved in this Request for Proposals (RfP) process, hereinafter referred to as the "Parties" shall be considered confidential and proprietary.

The Parties agree not to disclose, provide access to, or otherwise make available any confidential information to any third parties, including but not limited to individuals, companies, or organizations, who are not directly involved in the RfP process, without the express written consent of the disclosing Party.

"Confidential Information" shall encompass, without limitation, all data, documents, proposals, discussions, designs, specifications, financial information, technical data, trade secrets, and any other information disclosed by one Party to the other during the course of the RfP process.

The obligations of confidentiality shall not apply to information that is:

- a) Publicly available at the time of disclosure or subsequently becomes publicly available through no fault of the receiving Party.
- b) Already in the possession of the receiving Party prior to disclosure and not subject to an existing confidentiality obligation.
- c) Disclosed to the receiving Party by a third party with the legal right to do so without breaching any confidentiality obligations.
- d) Required to be disclosed by law, court order, or governmental regulation, provided that the disclosing Party is promptly notified and given the opportunity to seek a protective order.

Any Party found in breach of this confidentiality clause shall be subject to legal measures, including but not limited to litigation, injunctive relief, and monetary damages, as deemed appropriate by the disclosing Party.

The obligations of confidentiality as set forth in this clause shall survive the termination or completion of the RfP process and shall remain in effect for a period of 5 (five) years, unless both Parties mutually agree in writing to terminate this confidentiality agreement.

This confidentiality clause shall be governed by and construed in accordance with the laws of France. Any legal action arising out of or in connection with this clause shall be subject to the exclusive jurisdiction of the courts of Paris, France.

11. Cancellation of the proposal procedure

In the event of cancellation of the proposal procedure, EIT Manufacturing will notify tenderers of the cancellation. In no event shall EIT Manufacturing be liable for any damages whatsoever including, without limitation, damages for loss of profits, in any way connected with the cancellation of a proposal procedure, even if EIT Manufacturing has been advised of the possibility of damages.

The tenderer shall take all measures to prevent any situation where the impartial and objective implementation of the contract is compromised for reasons involving economic interest, political or national affinity, family or emotional ties or any other shared interest ('conflict of interests'). S/he should inform the EIT Manufacturing team immediately if there is any change in the above circumstances at any stage during the implementation of the tasks.

The supplier cannot be a EIT Manufacturing Partner or an Activity Partner. Any bid from such an economic operator will be rejected.

Tenderers will be excluded if:

- a) they are being wound up, are having their affairs administered by the courts, have entered into an arrangement with creditors, have suspended business activities, are the subject of proceedings concerning those matters, or are in any analogous situation arising from a similar procedure provided for in national legislation or regulations; they have been convicted of an offence concerning their professional conduct by a judgment which has the force of *res judicata*;
- b) they have been guilty of grave professional misconduct proven by any means which the EIT Manufacturing can justify;
- c) they have not fulfilled 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 they are established or any other country of the EU;
- d) they have been the subject of a judgment which has the force of *res judicata* for fraud, corruption, involvement in a criminal organization or any other illegal activity detrimental to the EU' financial interests;
- e) following a procurement procedure or grant award procedure financed by the EU budget, they have been declared in serious breach of contract for failure to comply with their contractual obligations.

The tenderers must not be in a situation of a conflict of interest, and they have sufficient economic and financial capacity, technical and professional capacity, and legal and regulatory capacity to perform the requested services. Additional evidence or declarations might be requested by the contracting authority.

EIT Manufacturing reserves the right to suspend or cancel the procedure, where the award procedure proves to have been subject to substantial errors, irregularities, conflict of interest or fraud. If substantial errors, irregularities, conflict of interest or fraud are discovered after the award of the tender, EIT Manufacturing may refrain from concluding the Contract.

ANNEX I – TEMPLATE FOR COMMERCIAL PROPOSAL

Dear Supplier,

We have provided this template to guide you in preparing your commercial proposal. It outlines the essential requirements and information necessary for your submission. Kindly ensure that you address each item listed herein. Failure to provide any of the requested information may result in your proposal being disqualified for non-compliance with this RfP.

Please provide the following details:

- 1) **Company Profile:** A brief overview of your company and its business activities.
- 2) **Relevant Experience:** A comprehensive presentation of your track record and experience relevant to the activities outlined in this RfP, including any previous engagements with EITM or within the European Institute of Innovation & Technology (EIT) and/or its Knowledge Innovation Communities (KICs).
- 3) **Project Team:** Profiles of the key individuals who will be actively involved from your company in the project's implementation.
- 4) **Proposed Pricing:** Please provide specific and detailed pricing information.
- 5) **Contribution to Expected KPIs:** While not mandatory for proposal classification and selection, please detail any contributions towards the expected Key Performance Indicators (KPIs) outlined in the RfP, as they will be considered in your evaluation and scoring.
- 6) **Impact and Financial Sustainability/Co-investments:** Please offer a comprehensive overview of your impact, financial sustainability, and any co-investments your organisation can make by matching funding with EITM funding in selected start-ups.
- 7) **Strategic and Portfolio Fit:** Provide a thorough overview of how your company aligns strategically and fits within our portfolio.
- 8) **European Dimension and Investor Partnerships:** Offer a detailed overview of your European dimension and any partnerships with investors.
- 9) **Previous Experience with EITM Venture Building Programme:** Please provide a comprehensive overview of any previous experience with the EITM Venture Building Programme.