

# Request for Proposal (RfP)

## EIT Manufacturing Growth Factory: Market Readiness Track 2026

February 2026, France

**Deadline for offer submission 31 March 2026, 12.00 (CET)**

### 1. Context

EIT Manufacturing (KIC) 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, excellent academic and research institutions, as well as public sector organisations. The goal is to promote the green and digital transformation of manufacturing by removing barriers to innovation, promoting talent and education and leveraging enabling technologies.

Within the European Institute of Innovation and Technology (EIT), EIT Manufacturing is one of nine Knowledge and Innovation Communities (KICs) that have the objective of strengthening the competitiveness of European companies in given sectors. EIT Manufacturing was established in 2019 as an association under French Law (Law of 1901).

**EIT Manufacturing is looking for European venture building and/or business acceleration organisations that will support the growth of up to 30 industrial Startups and university spinoffs through the Growth Factory: Market Readiness Track 2026.**

#### **About the EIT Manufacturing Growth Factory**

The EIT Manufacturing Growth Factory is a structured programme designed to support industrial startups across Europe. It is divided into two complementary tracks: the Market Readiness Track, which focuses on early-stage startups with technology readiness levels (TRL) 4–8, and the Scale Track, which supports more mature startups in the expansion phase. This RfP specifically relates to the Market Readiness Track. Together, these tracks provide targeted services to strengthen startups' market position, investment readiness, and overall growth potential. It is intended that the programmes are mainly online but should include some physical meetings e.g. for kick-off and wrap-up.

EIT Manufacturing aims to tackle critical industrial challenges identified across following technology domains and solution clusters:

- AI and Automation;
- Critical Components;
- Energy Transition.

The solutions should be applied in one or more of the following manufacturing sectors:

- Automotive;
- Aerospace & Defence;

- Clean Technologies;
- Electronics & Semiconductors;
- Energy-intensive Industries.

### **About the EIT Manufacturing Growth Factory: Market Readiness Track**

The Growth Factory Market Readiness Track aims to support early-stage startups to win first customers and to raise initial funding rounds. Participating Startups will benefit from dedicated support services provided by EIT Manufacturing and the selected partner(s).

The selected supplier(s) should provide services such as, but not limited to:

- expert workshops and mentoring on market and investment readiness;
- networking and pitching events, including one onsite event
- targeted introductions to potential customers and investors

The focus of delivering the programme should be country specific. Activities related to investment readiness and investor introductions should be implemented in those countries with the most active investor ecosystems: France, Germany or Sweden. The EIT Manufacturing Investment team and Impact Centres will work closely with the selected partner(s) on the programme implementation.

The Startups will be evaluated to potentially receive investment of EUR **200 000 on average**<sup>1</sup> through a Simplified evaluation procedure within the EIT Manufacturing investment call. Participating Startups 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.

## **2. Service Description**

The services shall be structured to provide support to selected Startups with a duration of at least 3 months focusing on the following: (1) Winning customers and (2) Fundraising, see details of deliverables in **Section 3**.

**The services may be provided by one supplier or a consortium of up to two (2) suppliers with focus on the geographies listed in Section 6. A consortium is not obligatory, and a single partner may be considered for each stream.**

EIT Manufacturing has allocated a total budget of EUR **210 000** for this Request for Proposals. In the case of a Consortium, the whole contract liability shall be managed by the Main Supplier, who shall be responsible for its internal allocation among Co-Suppliers. EIT Manufacturing reserves the right to award contracts of different values to bidders, depending on the proposals received, while ensuring that the

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<sup>1</sup> The funding is between EUR 80 000 and EUR 500 000, however due to the stage of the maturity of the Startups within the EIT Manufacturing Growth Factory: Market Readiness Track it is expected that the funding will be EUR 200 000 on average per startup.

maximum total value of this RfP is not exceeded. Furthermore, EIT Manufacturing is under no obligation to procure goods or services up to the maximum amount indicated in this RfP.

The full list of topics is provided in section 4 of this RfP. The selected supplier or consortia of suppliers are expected to promote the call for Startups and the EIT Manufacturing Growth Factory: Market Readiness Track, including active scouting of Startups, and provide reporting at the end of the programme.

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 their own funding programme for startups or existing investor networks that could provide matched funding with any eventual EIT Manufacturing funding for selected industrial startups.

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

Evaluation criteria	Excellence	Implementation	Impact	Strategic fit
	<p>The proposed technology-based innovative solution clearly demonstrates its potential to improve manufacturing. The overall grade of novelty of the proposal is presented, including a clear overview of the product / service USP &amp; market advantage.</p>	<p><b>Go-to-market strategy</b> The applicant has a plausible go-to-market strategy and business model, with realistic growth objectives and initial validation.</p> <p><b>Team</b> The team/founders have a complementary skillset and needed expertise and clear vision and the skills to potentially reach it.</p>	<p><b>Impact Potential and Contribution to EIT Manufacturing's Impact Logic</b> The proposal will be evaluated based on its capacity to deliver a clear, credible, and measurable contribution to one or more of EIT Manufacturing's Impact Goals. Assessment will consider the relevance of the selected Impact Goal(s), the clarity and coherence of the expected impact pathway, the realism and measurability of the proposed indicators, and the scale, durability, and potential for replication of the expected impact beyond the project duration.</p>	<p><b>Fundraising strategy</b> The applicant has a reasonable fundraising strategy, with clear and realistic aims and initial interest from investors.</p>

### 3. Deliverables

The programme should last at least 3 months and support early-stage Startups and Spinoffs.

The selected tenderers will, upon award, sign a contract as suppliers to deliver the following **deliverables**:

- **Marketing and Promotional Report:** A report outlining the marketing and promotional activities to be carried out for startup scouting and Call promotion.

- **Support for the startup selection process**, including the provision of a pool of qualified external experts for evaluation. Experts shall have a relevant advanced university degree, a minimum of five (5) years of professional experience in manufacturing or related portfolio fields, demonstrated experience in startup evaluation and business development, a strong understanding of sustainability and future-oriented manufacturing (including Industry 4.0). For more details regarding the criteria for the selection of experts, please visit the call for experts guidelines [here](#).
- a **Baseline Assessment Report** for each selected startup.
- **Workshops on winning customers and fundraising**: Conduct specialised workshops covering both theoretical and practical aspects. These workshops should be interactive and aligned in advance with EIT Manufacturing.
- **Mentoring Sessions**: One-to-one mentoring, tailored to each startup’s specific needs. This is the most important part of the programme and should receive high priority. Suppliers should provide at least six mentoring sessions per startup, focusing on winning customers and fundraising. Mentors should be external experts with a minimum of five years of experience in industry or investment sectors. The proposed list of mentors will be aligned with EIT Manufacturing before the beginning of the programme.
- **Business Development Support**: Assist early-stage startups in one-to-one business development including targeted introductions to potential corporate or SME customers and supporting business deals and Proof of Concepts (PoCs).
- **Investor and Corporate Engagement Events**: Organise onsite or online events where startups can pitch to investors and corporate customers, such as demo days and pitching opportunities allowing startups to present their solution and gain visibility. Provide access to prominent networking events with manufacturing companies, SMEs, and investors, where startups can showcase their products and services. The supplier should provide access to leading investors from around Europe related to manufacturing.
- **Submission of a Final Programme Report**, including:
  - A Final Progress Assessment for each startup, benchmarked against the Baseline Assessment Report.
  - Individual Startup Reports, including an independent evaluation by the suppliers and relevant input from coaches and mentors involved throughout the programme.
  - An investment evaluation for each participating startup conducted by the suppliers’ investment teams, including an indicative assessment of investment readiness and potential interest for future investment and/or co-investment with EIT Manufacturing from the supplier.

**Programme Coordination**

The selected suppliers shall work in close collaboration with EIT Manufacturing throughout the programme duration. Regular coordination meetings shall be held to monitor progress, ensure quality standards, and address open actions or emerging issues.

**Participation of EIT Manufacturing**

Representatives of EIT Manufacturing shall be invited to attend all workshops and mentoring sessions delivered under the programme.

The programme will provide services in a structured way, as set out in **Section 4**.

Every proposal should contribute to the KPIs presented below:

Short title	Target
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Supported Startups/Scaleups with EIT Manufacturing Growth Factory: Market Readiness Track	Up to 30
Co-investment attracted by the Startups with the support of the supplier/or from the supplier <sup>2</sup>	At least EUR 500 000
Startup scouted that applied to the EIT Manufacturing Growth Factory: Market Readiness Track	At least 60
Total introductions to at least 10 investors across the project	At least 20
Total introductions to at least 10 corporates across the project	At least 20

The programme will be evaluated at the end of the activity so that EIT Manufacturing can increase the success of future EIT Manufacturing Growth Factory: Market Readiness Tracks.

#### 4. Tentative Timeline of the Activities

The following Table provides an indicative timeline of the programme 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.

Specific programme topics that are of common relevance across participating startups may be addressed through general workshops. However, as the startups will be at different stages, mentors will guide the startups with tailored support according to their needs.

The selected suppliers must align with EIT Manufacturing on the dates of the full agenda before the beginning of the programme. Within the first two weeks of activities, the selected suppliers will also provide EIT Manufacturing with a list of the customised support every startup will receive according to their needs.

Activity	Title	Type	Month
Winning customers	<p><b>According to Startups' needs, the mentoring sessions could cover most of the following topics:</b></p> <ul style="list-style-type: none"> <li>- Solution Planning: Prototyping &amp; Product Roadmap</li> <li>- Business Modelling and Company Roadmap</li> <li>- Value proposition (+ Canvas) and main differentiation</li> <li>- Identify market and competition, positioning in the market, product-market-fit</li> <li>- Technology benchmarking / Competitor Comparison Table</li> <li>- Marketing and online sales</li> <li>- Public Speaking</li> <li>- Sales team capacity assessment and planning</li> <li>- R&amp;D and IP strategy</li> </ul>	Introductory Workshops and Mentoring Sessions	1-2

<sup>2</sup> 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.

<b>Fundraising</b>	<p><b>All Startups should receive the following:</b></p> <ul style="list-style-type: none"> <li>- Sales pitch mentoring</li> <li>- Sales pitch test with corporate/SME</li> <li>- Individual introductions to corporate customers and/or SMEs and/or at networking/pitching events</li> <li>- Pitching and/or participation at networking/pitching events for corporate introductions</li> </ul>	Mentoring Sessions, Pitching Events, Individual Introductions	2
	<p><b>According to Startups' needs, the mentoring sessions could cover most of the following topics:</b></p> <ul style="list-style-type: none"> <li>- Lifecycle of a Startup, stage-based funding and dilution, funding instruments and models</li> <li>- Learning about investors and their objectives</li> <li>- What investors are checking in introduction and due diligence</li> <li>- Financial modelling and planning</li> <li>- The main points of valuation and term-sheet and tips in how to negotiate with investors.</li> <li>- How to tackle public funding? National and European Grants, public VC funding</li> </ul>	Introductory Workshops and Mentoring Sessions	2-3
	<p><b>All Startups should receive the following:</b></p> <ul style="list-style-type: none"> <li>- Investor deck mentoring</li> <li>- Investor pitch test with investors</li> <li>- Individual introductions to investors and/or at networking/pitching events</li> <li>- Contract structuring and business valuation</li> <li>- Pitching and/or participation at networking/pitching events for investor introductions</li> </ul>	Mentoring Sessions, Pitching Events, Individual Introductions	3

## 5. Timeline of the EIT Manufacturing Growth Factory: Market Readiness Track 2026

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

Activity	Responsible	Date
RFP opening	EIT Manufacturing	17 February 2026
Offer submission	Suppliers	31 March 2026
Evaluation and notification of award	EIT Manufacturing	until 9 April 2026
Standstill period for complaints	Supplier	5 working days after notification

Contract signature	EIT Manufacturing & selected supplier	Until 17 April 2026
Project start (Kick off meeting)	EIT Manufacturing & selected supplier	20 April 2026
Scouting and promotion of Call for Startups and university Spinoffs	EIT Manufacturing & selected supplier	20 April – 10 May 2026
Evaluation of Applications for EIT Manufacturing Growth Factory: Market Readiness Track	EIT Manufacturing & selected supplier	Until 13 May 2026
Beginning of the EIT Manufacturing Growth Factory: Market Readiness Track 2026	EIT Manufacturing & selected supplier	20 May 2026

EIT Manufacturing reserves the right to amend, suspend, or extend the proposed timeline at any time, at its sole discretion. Such changes will be communicated on the webpage and tenderers.

All offers shall be submitted within the above-mentioned deadline to the following email address: [procurement@eitmanufacturing.eu](mailto:procurement@eitmanufacturing.eu)

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

The proposal submitted should also clearly address the topics covered in Paragraph 4 of this RfP, providing EIT Manufacturing with an overview of the capacity of the tenderers to cover the topics during the Programme.

Please note that the use of Annex I - Template for the Commercial Proposal is **mandatory** and must be followed by potential suppliers as well, under penalty of disqualification for non-compliance with the requirement, as stated in this RfP.

Interested suppliers must submit the signed "Tenders Declaration of Honor" (Annex II) along with their proposals. Failure to provide this declaration, or submitting it incomplete, incorrect, or after the deadline, will result in automatic disqualification of the supplier for non-compliance with an essential requirement.

Additionally, the absence of any required information in the RfP may lead to the disqualification of the supplier. Therefore, it is imperative that all requested information is provided in full and in accordance with the specifications outlined in this document.

## 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 (applicant’s co-investment experience and available funding for industrial tech startups), (20%)
- c) Strategic and portfolio fit (references for industrial tech startups support), (40%)
- d) European dimension and investor partnerships (applicant’s network and presence in the top European investor hubs, demonstrated access to most important European investors), (20%)

**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 market readiness expertise should be country specific. The delivery of activities related to fundraising and investor introductions requires proximity to strong and well-established investment ecosystems in order to maximise impact for participating startups. For this reason, these activities are expected to be implemented primarily in leading European investor hubs, in close collaboration with the Investment team and Impact Centres of EIT Manufacturing. In this context, France, Germany, and Sweden have been identified as key locations due to the existing concentration of relevant ecosystems, investors, and programme partners. Therefore, the applicant should demonstrate strong presence and activities in one of these countries. **Please be aware that due to the programme's focus on top investment ecosystems—a factor beyond EIT Manufacturing's control—this RfP will prioritise tenderers demonstrating proven impact in the above-mentioned countries. However, startup participation from across Europe will be strongly encouraged.**

An Evaluation Committee of at least 3 **(three) people** will be established and supervised by EIT Manufacturing. 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 and other unsuccessful tenderers will be informed in writing (via email) about the result of the award procedure. In case the winning tenderers are 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 1 calendar day 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 set of interviews. The interviews can be tentative and could happen in the following days: 7 April and 8 April 2026. It is important to emphasise 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 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 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](mailto:procurement@eitmanufacturing.eu). The tenderers have **5 (five) days** to file their complaints from the date of receipt of notification of the results.

In the 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 organise 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](mailto: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, EIT Manufacturing has allocated a total budget of EUR 210 000 for this project. Furthermore, it is explicitly stated that EIT Manufacturing 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 suppliers 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 **6 (six) months** with the possibility of renewal upon EIT Manufacturing's request. The tenderers agree 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 suppliers 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.**

This RfP confers no entitlement or expectation for tenderers to enter into a contract with EIT Manufacturing. Consequently, EIT Manufacturing is not obliged to sign a contract with the chosen supplier, whether at present or in the future.

## 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 EIT Manufacturing 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 EIT Manufacturing funding in selected industrial tech Startups. Include any co-investment experience and available funding for industrial tech startups.
- 7) **Strategic and Portfolio Fit:** Provide a thorough overview of how your company aligns strategically and fits within our portfolio. Include references relevant for supporting industrial tech startups.
- 8) **European Dimension and Investor Partnerships:** Offer a detailed overview of your European dimension and any partnerships with investors. Include an overview of your network and presence in the top European hubs.

## ANNEX II - Tenders Declaration of Honor

[Place and Date]

[Name of the Legal Entity and/or Signatory]

I, [Full name of the supplier's representative], hereby declare the following in connection with my application for the Request for Proposal (RfP) [title of the RfP]:

d) I will commit to 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'). I will inform the EIT Manufacturing immediately if there is any change in the above circumstances at any stage during the implementation of the tasks.

d) I accept that during the implementation of the contract and for five years after the completion of the contract, the supplier must keep confidential any data, documents or other material that is identified as confidential at the time it is disclosed ('confidential Information').

d) I accept that during the implementation of the contract and for five years after the completion of the contract, the EIT Manufacturing has the right for the purposes of safeguarding its financial interests, the offer and the contract of the supplier may be transferred to internal as well as external audit services.

d) I confirm that I or the entity represented by me is not currently experiencing any of the following situations. If any situation applies, details are provided in an annex to this declaration along with a brief explanation.

- The entity is not bankrupt, subject to insolvency or winding up procedures, and its assets are not being administered by a liquidator or by a court. It is not in an arrangement with creditors, and its business activities are not suspended, nor is it in any analogous situation arising from a similar procedure under national legislation or regulations.
- There is no final judgement or final administrative decision establishing a breach of obligations related to the payment of taxes or social security contributions.
- There is no final judgement or final administrative decision establishing guilt of grave professional misconduct, including but not limited to fraud, violation of applicable laws or regulations, ethical standards, distorting competition, violating intellectual property rights, attempting to influence EU Bodies' decision-making processes, attempting to obtain confidential information, or any other wrongful conduct impacting professional credibility.
- There is no final judgement establishing guilt of fraud, corruption, participation in a criminal organization, money laundering or terrorist financing, terrorist-related offences, child labor, or other forms of trafficking in human beings.

- The entity has not shown significant deficiencies in complying with the main obligations in the performance of a contract, a grant agreement, or a grant decision financed by the European Union's budget, leading to early termination, application of liquidated damages, or other contractual penalties, discovered through checks, audits, or investigations.
- There is no final judgement or final administrative decision establishing that the entity has committed an irregularity within the meaning of Council Regulation (EC, Euratom) No 2988/95.
- There is no final judgement or final administrative decision establishing that the entity has created an entity in a different jurisdiction with the intent to circumvent fiscal, social, or any other legal obligations.
- In the absence of a final judgement or final administrative decision in the cases mentioned above, or in the case of point (e), I acknowledge that the Applicant may be subject to:
  - i) Facts established in the context of audits or investigations by EPPO, the Court of Auditors, OLAF, or the internal auditor, or any other check, audit, or control performed under the responsibility of the authorizing officer.
  - ii) Non-final administrative decisions, including disciplinary measures taken by the competent supervisory body responsible for the verification of the application of standards of professional ethics.
  - iii) Facts referred to in decisions of persons and entities implementing Union funds.
  - iv) Information transmitted in accordance with the Financial Regulation.
  - v) Decisions of the Commission or national competent authority relating to the infringement of Union or national competition law.

*I hereby declare the accuracy and truthfulness of the above statements.*

*Yours faithfully,*

[Signature of the Supplier's representative]