

Request for Proposal (RfP)

Manufacturing Venture Building Programme 2025

October 2024, France

Deadline for offer submission 4th of November 2024, 12:00 pm (CEST)

1. Context

EIT Manufacturing 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 French law 1901 created in 2019.

About the Venture Building Programme

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

Through the programme, EIT Manufacturing aims to tackle critical industrial challenges identified across following thematic areas: Digitalisation and Automation, Net Zero Industry, Renewable Energy, and Circular Economy. Including any of the following priority technologies, products and/or solutions: Industrial AI, Robotics, Additive Manufacturing, Advanced Materials, Critical Components, Electronics, Semiconductors, Photonics, Quantum Computing, Renewables, Energy Storage, Carbon Capture.

Participating Startups of the Venture Building Programme will benefit from dedicated support services provided by EIT Manufacturing and its partners. The Startups successfully fulfilling the Venture Building Programme will also be evaluated to potentially receive investment of EUR **100 000 on average¹ per Startup** through the Simplified evaluation procedure within EIT Manufacturing Permanently Open Call for proposals for financial support to startups: [Accelerate call](#).

The virtual venture building and acceleration programme is designed for industrial Startups, with the selected supplier providing services such as, but not limited to:

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

- expert workshops and mentoring on market and investment readiness;
- networking and pitching events, including one onsite event
- targeted introductions to potential corporate customers or investors provided by the programme partner (Supplier).

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 partner’s (supplier’s) communication channels.

The focus of delivering Venture Building expertise should be country specific: activities related to investment readiness and investor introductions should be implemented in strong investor hubs in France, Germany and Sweden, in close collaboration with the Investment team and Impact Centres of EIT Manufacturing.

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 2025 and support the growth of up to 20 industrial Startups and university spinoffs.

The services shall be structured to provide hands-on support to selected Startups 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 one supplier with focus on the geographies listed in Section 6.

EIT Manufacturing has allocated a total budget of **EUR 200 000** for this RfP. 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.

The full list of topics is provided in section 4 of this RfP. The supplier selected is expected to promote the call for Startups and the Venture Building Programme, including active scouting of Startups, and provide the 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
	Solution and Technology The proposal presents an innovative technology-based	Growth plan and Business Model The solution is scalable. Clear overview of market	Potential impact on manufacturing sector The start-up creates and has	Traction and References The start-up has validated the solution and

	<p>solution with the potential of the solution to improve manufacturing. Innovativeness / overall grade of novelty of the product / service USP – Unique Selling Proposition & market advantage.</p>	<p>trends, attractiveness. Realistic calculation of market size, revenue model, pricing strategy. Plausible go-to-market strategy. Ambitious but realistic growth objectives. The team/founders have the expertise and entrepreneurial drive. Technical and business-oriented co-founders, strengths, and complementary skills of the management team.</p>	<p>the potential for creating a significant positive impact for the manufacturing sector. Improving efficiency or environmental performance of manufacturing systems. Enabling new market opportunities for European manufacturers.</p>	<p>technology with potential customers. The solution has product-market fit.</p>
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3. Deliverables of the Services

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

The selected tenderer will deliver the following **deliverables**:

- **Marketing and Promotional Report** for the scouting and Call promotion.
- **Workshops on Market and Investment Readiness**: Conduct specialised workshops covering both theoretical and practical aspects. These workshops should be aligned with EIT Manufacturing, providing interactive and hands-on learning experiences. The workshops are not the main focus of the programme and can be organised only to cover those topics necessary to introduce a topic. The mentors contracted by the supplier will then support each startup according to their needs.
- **Mentoring Sessions**: Provide at least six mentoring sessions per startup, focusing on market and investment readiness. 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 business development by facilitating 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. Provide access to prominent networking events with manufacturing companies, SMEs, and investors, where startups can showcase their products and services. The tenderer should provide access to leading investors from around Europe related to manufacturing.

- **Final Programme Report, including individual Startup Reports** with independent evaluation on each startup form the tenderer including any relevant inputs from the coaches / mentors who have worked with the startups throughout 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 Startups/Scaleups with Venture Building Programme	20
Co-investment attracted by the Startups with the support of the partner (supplier)/or from the partner (supplier) ²	At least EUR 500 000
Startup scouted that applied to the Venture Building Programme	At least 30
Introductions to investors	At least 10
Introductions to corporates	At least 20

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 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.

Startups, according to their maturity level, should receive tailored support in market readiness based on their needs. Mentors should align with the startups to plan which topics will be covered by the mentor and which topics will be excluded.

Investment Readiness could include workshops for general topics that might be of common interest. However, as the startups will be at different stages, mentors will guide the startups on selected topics according to their needs.

The selected tenderer 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 tenderer will also provide EIT Manufacturing with a list of the customised support every startup will receive according to their needs.

Activity	Title	Type	Month
Market Readiness	<p>According to Startups' needs, the mentoring sessions could cover most of 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 	Introductory Workshops and Mentoring Sessions	1

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.

	<ul style="list-style-type: none"> - Technology benchmarking / Competitor Comparison Table - Marketing and online sales - Public Speaking - Sales team capacity assessment and planning - R&D and IP strategy 		
	<p>All Startups should receive the following:</p> <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 	<p>Mentoring Sessions, Pitching Events, Individual Introductions</p>	<p>2 - 3</p>
Investment Readiness	<p>According to Startups' needs, the mentoring sessions could cover most of the following topics:</p> <ul style="list-style-type: none"> - Lifecycle of a Startup, 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 and tips in how to negotiate with investors. - How to tackle public funding? National and European Grants, public VC funding 	<p>Introductory Workshops and Mentoring Sessions</p>	<p>1-2</p>
	<p>All Startups should receive the following:</p> <ul style="list-style-type: none"> - Investor deck mentoring - Investor pitch test with investors - Individual introductions to investors and/or at networking/pitching events - Contract structuring and business valuation - Pitching and/or participation at networking/pitching events for investor introductions 	<p>Mentoring Sessions, Pitching Events, Individual Introductions</p>	<p>3</p>

5. Timeline of the Venture Building Programme 2025

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

Activity	Responsible	Date
RFP opening	EIT Manufacturing	October 8th, 2024
Offer submission	Suppliers	November 4th, 2024

Evaluation and notification of award	EIT Manufacturing	until November 11th, 2024
Standstill period for complaints	Supplier	5 working days after notification
Contract signature	EIT Manufacturing & selected supplier	until November 25th, 2024
Project start (Kick off meeting)	EIT Manufacturing & selected supplier	November 25 th , 2024
Scouting and promotion of Call for Startups and university Spinoffs	EIT Manufacturing & selected supplier	November 25 th – January 6 th , 2025

All offers shall be submitted within the above-mentioned deadline to the following link: [\[link\]](#)

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 2025”.
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 2025".
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.
- 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, may result in 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 Venture Building expertise should be country specific: activities related to investment readiness and investor introductions should be implemented in strong investor hubs in France, Germany and Sweden, in close collaboration with the Investment team and Impact Centres of EIT Manufacturing. 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 manufacturing ecosystems and locations, and the existing concentration of ecosystems and key operators in some regions —a factor beyond EIT Manufacturing's control—this RfP will prioritise tenderer showing to have proven impact in the above-mentioned countries.**

An Evaluation Committee of at least **5 (five) 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 tender 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 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 Pitch Session or in a set of interviews. The interviews will be tentative and could happen in the following days: 6th and 7th November 2024. 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 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 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

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 200 000 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 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 **6 (six) months** with the possibility of renewal upon EIT Manufacturing'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 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]